Trade and Industry

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Wholesale price indices
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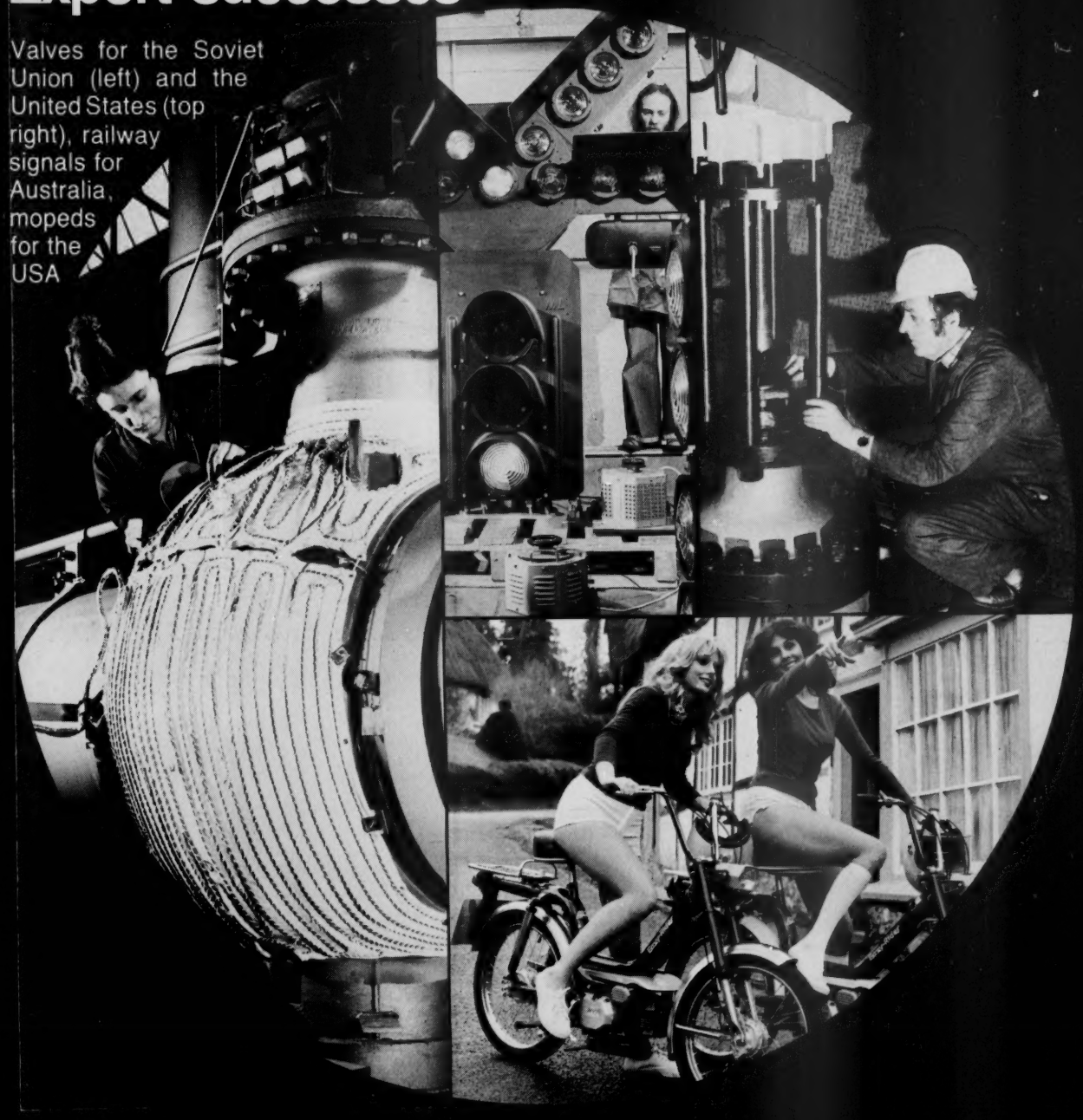

Valves for the Soviet Union (left) and the United States (top right), railway signals for Australia, mopeds for the USA

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Trade and Industry

17 February 1978

News from the Departments of Industry·Trade·Prices & Consumer Protection

This valve is being fitted with heating panels which will protect installations against temperatures of up to minus 50° C, before being shipped to the Soviet Union where it will be used on the Chelyabinsk natural gas pipeline in Siberia (see page 359).

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Trade and Industry this week

OVERSEAS

Japan trade: multilateral action best - Dell

The Japanese government has made commitments to reduce its trade surplus with the UK and the rest of the world, said Secretary of State for Trade, Edmund Dell, on 12 February.

In an interview on London Weekend Television's *Weekend World*, he said the point that Japanese industry had not sufficiently taken on board was that 'time is running out'.

'The increase in protectionist pressures all over the world – in the United States, in this country, in Europe – is now reaching a point that if significant changes did not occur in Japan I think that steps would be taken which would be very deleterious to their economy,' said Mr Dell.

He pointed out that multilateral action was the best way of dealing with the problem of the Japanese trade surplus. 'That is, to get the Japanese to import.'

'If international trade is going to survive as an open trading system,' he said, 'it must bring benefit to everyone, to all producers as well as consumers and not just to individual countries that have happened to have organised their economies in ways rather different from ways we organise it.'

He explained that in addition to the surplus with Britain, in bilateral trade, Japan had a very large surplus with the rest of the world, 'which is one of the significant factors in the current world economic recession'.

'My worry,' he added, 'is that, as yet, the message has not gone sufficiently deep.'

A full transcript of the interview on *Weekend World* is published on page 353.

ECGD man to head Malaysian export credit organisation

Charles Gentry, 50, until recently director of the north London office of the Export Credits Guarantee Department has been appointed the first chief executive of the newly-formed Malaysia Export Credit Insurance Berhad (Mecib), Kuala Lumpur, it was announced on Tuesday (14 February).

Mr Gentry's appointment is for two years, the secondment having been arranged through the United Nations Conference on Trade and Development (Unctad), Geneva.

This is the latest in a series of appointments under which ECGD, the longest-established export credit insurance institution in the world, has seconded members of its staff to help set up similar organisations overseas.

In addition, following ECGD's practice of many years of giving training assistance for other credit insurance institutions, the department is playing a major part in training staff for the Mecib. Six key personnel of the new organisation arrived in London this week for an intensive four-week course based on ECGD's city headquarters.

Dell in Stockholm visit

Edmund Dell, Secretary of State for Trade, visited Stockholm on Tuesday, 14 February for the fourth of his series of visits to Europe to discuss industrial democracy.

He had talks at the Ministry of Labour, the Employers' Confederation and the Trade Union Confederation as well as calling on the Minister of Commerce, Staffan Burenstam Linder.

Mr Dell paid similar visits to Bonn, The Hague and Copenhagen in January, March and July 1977.

HOME

Time ripe for French to invest

Self-sufficiency in energy supplies and self-restraint in holding down living standards are two of the reasons why Britain's economic problems are fast disappearing, Alan Williams, Minister of State at the Department of Industry, said in Paris on Tuesday (14 February). He was speaking at a meeting of more than 80 top French industrialists and bankers who had been invited to the British embassy in Paris to discuss the prospects for investing in Britain.

Mr Williams reminded participants at the seminar that there was three times as much British investment in France in industry as there was French investment in Britain, and that the time was now ripe for the ratio to change.

Leading French bankers feel that medium-sized French companies in particular will find Britain attractive as an investment opportunity, both as a market in its own right and as the key to the English-speaking market world-wide. More about the seminar will appear in next week's issue.

Energy document published

Greater emphasis is placed on manpower considerations in a government green paper on energy policy published on Monday (13 February).

Based on the working document on energy policy, the document was discussed by the Energy Commission in detail at its first meeting in November and the present green paper incorporates a large number of amendments suggested by the commission as well as necessary updatings.

Among other changes are: the nuclear chapter revised in light of the government's decision on thermal reactor choice on 25 January; and the energy conservation chapter revised to take account of the government's new energy-saving measures announced on 12 December 1977.

Small firms counselling service extended to NW

The Small Firms Counselling Service has been extended to the north-west region. Bob Cryer, Parliamentary Under-Secretary of State for Industry, who has special responsibility for small firms, launched this extension of the Department of Industry's small firms advisory service at Manchester on Wednesday (15 February).

Pilot scheme

Following the establishment in major cities throughout the UK of the small firms information centres, which provide a sign-posting service to specialist sources of advice, a pilot counselling scheme was set up in the south-west in October 1976. More than 700 cases have been handled and as a result of the response the scheme was extended to the northern region in November 1977.

In the north-west, the counselling service operates from the small firms information centre in Manchester and through area counselling offices in Liverpool and Preston. A number of counsellors have been engaged, all with broad management experience in manufacturing and service industry.

Package holidays – good and bad news

There are less complaints about package holidays abroad and most complaints are being dealt with speedily and fairly, but certain types of complaint – especially those about hotel accommodation – are increasing.

Commenting on Tuesday on these findings in an Office of Fair Trading survey of the working of the Association of British Travel Agents' code of practice, Gordon Borrie, Director General of Fair Trading said, the survey showed that the code had obviously improved things for the holidaymaker, but added 'it's a pity that a relatively small number of tour operators and travel agents are spoiling things. I hope that Abta will continue to take a tough line with any members who breach the code.'

The survey shows that for April to October complaints made to Abta dropped from 4206 in 1975 to 2441 in 1977 but complaints about accommodation rose steeply from 293 to 756.

The code provides an arbitration service to settle complaints and up to July 1977, 76 cases, mostly about accommodation, resulted in awards for 65 customers. Although there had been some initial delays over arbitration, Mr Borrie noted the improvement since Abta had taken steps to speed up the procedure.

The director general has asked Abta to consider amending its code of practice in three ways: first, all tour operators should be required to state clearly their policy on alteration and cancellation of holidays; second, operators should be forbidden to print terms and conditions (or insurance details) on the back of booking forms – unless they provide the customer with this information separately as well; and third, all tour operators should word their brochures so as to remove any possibility of misunderstanding about arbitration.

Retailers' responsibilities explained

Available this week from the Department of Prices and Consumer Protection is a revised version of the free leaflet 'A Retailers' Guide: changes in the law relating to the sale of goods'.

The leaflet which offers advice to retailers on law relating to the sale of goods, has been updated to include the provisions of the Unfair Contract Terms Act 1977, effective from 1 February 1978, as well as the Supply of Goods (Implied Terms) Act 1973. It sets out to explain simply to the retailer how the changes in the law affect him and his customer.

In addition to describing the buyer's rights, what a retailer should do when a customer claims goods are defective, and whether he can pass on responsibility for defective goods, the leaflet explains that under the new legislation, the rules for goods which are hired, exchanged or supplied under a contract for work and materials are brought closely into line with those for goods which are sold or hire-purchased, and emphasises the retailer's new responsibilities under the act.

Copies of the leaflet (including a Scottish edition) are available from Information Division, Room 302, Gaywood House, 29 Great Peter Street, London SW1P 3LW.

Reports to Nedo published

Sector working party reports to the National Economic Development Office on petrochemicals, on domestic electrical appliances and on industrial electrical equipment are published this week. Copies are available from Nedo Books, 1 Steel House, 11 Tothill Street, London SW1 9LJ.

Williams to head NEB's Leyland staff

John Williams, deputy chairman of Lucas Aerospace Holdings Ltd, has been appointed by the National Enterprise Board to take charge of its British Leyland's support staff, it was announced on Tuesday (14 February).

The appointment begins on 3 April and will last for two years.

Ford invests more in UK production

Ford is to invest £250 million on its British plants over the next five years, the company announced on Tuesday. Plans include major expenditure on improvements to models, foundry works and paint shops.

The investment is additional to the £180 million earmarked for the new Bridgend engine plant.

STATISTICS

Industrial production: little change

Industrial production indices for December issued this week suggest that output changed little in recent months.

The provisional estimate for the total all-industries index is 102.1 and that for manufacturing alone 103.3 (1970 = 100).

Provisional fourth quarter figures for these two indices were about 1 per cent lower than in the preceding quarter.

Deficit after five months' surplus

After five months of being in surplus, the UK balance of payments current account was in deficit by £179 million in January.

The deficit on trade in goods was £324 million, some £250 million more than in December. Exports were valued at £2,629 million and imports £2,953 million. Invisibles were projected to have been in surplus by about £145 million.

In the three months ended January, there was a surplus of £111 million compared with £720 million in the previous three months. Details are given on page 384.

EUROPE

EEC aid for UK storm damage

Storm-damaged areas in the UK will be receiving around £500,000 in relief from the EEC, it was announced on Wednesday (15 February).

This is in addition to government measures announced in the Commons by Peter Shore, Secretary of State for the Environment on 8 February.

The Department of the Environment and the Ministry of Agriculture, Fisheries and Food will be administering the relief money.

No encouragement for closure of oil-refineries – Benn

There is no question of the government encouraging oil refineries to close in the UK said Tony Benn, Secretary of State for Energy, in response to a parliamentary question on Monday (13 February).

The European energy council had asked him to consider a proposal by the EEC commission that there should be consultations within the community on any new refinery projects that come forward. 'I have said that I will give my response in the light of the tripartite consultations with management and unions in the refining industry. The first of these meetings was held on 24 January,' he said.

The commission was considering further proposals relating to the refinery industry, but these had not been put to the council of ministers, he said. These were guidelines for throughput at individual refineries, possible use of community funds to encourage refinery closures, and a ban on community and state aids for the construction of new basic refineries. There were also ideas for monitoring imports of refined oil products into the community, Mr Benn concluded.

Home news

Aircraft and shipbuilding industries compensated

In accordance with section 36 of the Aircraft and Shipbuilding Industries Act 1977, an issue of about £22 million 9¾ per cent Treasury stock 1981 was made on 7 February as a payment on account of compensation in respect of the unquoted securities of the following companies:

British Aircraft Corporation (Holdings) Ltd
Hawker Siddeley Aviation Ltd
Hawker Siddeley Dynamics Ltd
Scottish Aviation Ltd
Austin and Pickersgill Ltd
Brooke Marine Ltd
Cammell Laird Shipbuilders Ltd
Hall Russell and Co Ltd
Barclay, Curle and Co Ltd
Clelands Shipbuilding Co Ltd
The Goole Shipbuilding and Repairing Co Ltd
Smith's Dock Co Ltd
Swan Hunter Shipbuilders Ltd
Yarrow (Training) Ltd
George Clark and NEM Ltd
Hawthorn Leslie (Engineers) Ltd
John G. Kincaid and Co Ltd
Swan Hunter Training and Safety Co Ltd
Yarrow (Shipbuilders) Ltd

This followed the announcement on 25 January 1978 by the Minister of State for Industry that a payment on account had been authorised. The issue of 9¾ per cent Treasury stock 1981 will be at a rate of £100 Treasury stock per £99 9/16 compensation on account. The stock is repayable at par on 1 April 1981 and interest is payable half-yearly on 1 April and 1 October. Full details of 9¾ per cent Treasury stock 1981 were advertised in the press on 30 March 1976. Copies of the prospectus, dated 26 March 1976, can be obtained from the Bank of England, Watling Street, London, EC4M 9AA.

In accordance with schedule 5 to the Aircraft and Shipbuilding Industries Act 1977 interest on this issue of stock will be treated as accruing as from vesting date: 29 April 1977 in the case of the aircraft industry securities; and 1 July 1977 in the case of the shipbuilding Industry securities.

A special interest payment will therefore be made to those to whom stock is issued on 7 February covering, in the case of the stock issued as compensation on account for aircraft industry securities, the period from the 29 April 1977 to 1 October 1977 and, in the case of stock issued as compensation on account for shipbuilding industry securities, the period 1 July 1977 to the 1 October 1977. Any dividend payment mandates which were recorded in respect of the company securities and which are advised to the Bank of England by British Aerospace or British Shipbuilders will be applied in making this interest payment.

North-east takes part in teaching company scheme

University of Newcastle upon Tyne and Michell Bearings, a part of the engineering group of Vickers Ltd, are taking part in a teaching company scheme, designed to encourage engineering graduates to enter the management side of the industry.

The project announced by the university is one of eleven to be established so far in a new national scheme financed jointly by the Science Research Council and the Department of Industry. Aim of the scheme is to raise the performance and standing of manufacturing engineering in the industrial and academic worlds by fostering better and closer relationships between them.

Extending over a period of three years, the grant awarded for the Michell Bearings/Newcastle University scheme provides for the appointment of seven industrial associates. They will be selected from postgraduate engineers with some industrial experience and will take part in major projects. Their work at Michell Bearings will be under company direction, supported by a corresponding programme of study and tuition at the university.

EIEC plans £50 million worth of building

The English Industrial Estates Corporation's current building plans involve £50 million of investment Geoffrey Robinson, new chairman of the corporation, said on 10 February.

Mr Robinson has taken over at the corporation's Team Valley, Gateshead headquarters from Sir Horace Heyman. He said that he and the corporation were directly concerned with efforts to reduce unemployment. The corporation had already made a very sub-

Electrical engineers briefed on trade measurement

Sophisticated measuring equipment, such as the electronic petrol pump and computing shop scale, is becoming increasingly a topic of interest to electrical engineers. This was the theme of 'Measurement in the Market Place', a lecture given to the Institution of Electrical Engineers on 9 February by Fred Samuels, Controller of Weights and Measures, Department of Prices and Consumer Protection, seen here (right) with Professor Frank Benson, chairman (1977-78) of the IEE's Science, Education and Management Division.

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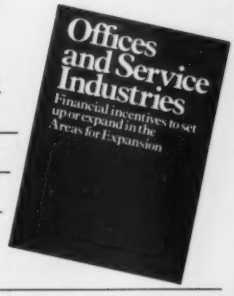

TI 17/2S

The Areas for Expansion

ISSUED BY THE DEPARTMENT OF INDUSTRY
in association with the Scottish Economic Planning Department and the Welsh Office.

stantial contribution with its 350 tenants in the north employing 81 000 people. Throughout England 500 firms on its sites employed 114 000 people.

'We have a bigger workload in the way of new factories than ever before' Mr Robinson added.

Apart from the traditional corporation sites on the outskirts of towns and cities he said that there was a need for smaller factories in derelict areas of inner cities. In the north, the corporation was already engaged on such work on Tyneside and Teesside.

The demand for factory space was increasing and there were welcome signs of a recovery in the economy. In England as a whole the corporation had 191 factories available with a job potential of 8 500. The total investment by the corporation planned for the next few years would be £50 million.

Overseas firms making inquiries accounted for about 5 per cent of applications. In the last months of 1977 four firms from the United States and one each from France, Norway, Sweden and Eire had taken corporation space.

Blyth terrace unit occupied

Symtol Engineering Ltd is to occupy terrace unit premises of about 500 m² built by the English Industrial Estates Corporation on the Cowpen Industrial Estate, Blyth, Northumberland.

Symtol, which will also receive some financial help from the Department of Industry, is a newly-formed company within the Hanworth Enterprises Ltd group and will provide a subcontract precision sheet metal service for companies in the north east. When full production is reached the company expects to employ about 20 men.

Mergers guide published

A plain-language guide explaining how the Director General of Fair Trading deals with mergers and takeover bids, has just been published. Prepared by the Office of Fair Trading and published at 90p by HMSO, *Mergers* is the successor to a similar booklet, issued in 1969 by the former Board of Trade.

The new publication explains the changes in the law affecting merger control brought about by the Fair Trading Act 1973, the factors which bring a merger under OFT scrutiny, the questions which have to be asked, and the parts played by the mergers panel and the monopolies and mergers commission. It explains, too, how confidential advice may be sought from the OFT before any public announcement of the intention to merge is made.

Also included are a brief description of the monopoly aspects of mergers, the city code on takeovers and mergers, company law and exchange control as they affect takeovers and mergers, and possible EEC considerations.

Merger proposals cleared

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided on the information at present before him, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Inchcape and Co Ltd and Pride and Clarke Ltd

Adriaan Volker Group (UK) Ltd and G. Dew and Co Ltd

CompAir Ltd and The fluid power division of Watts Regulator Co of the USA.

British Steel Corporation and The Graham Wood Steel Group Ltd.

Commission introduces new-style price reports

Up-to-date information on the price of fresh fruit, vegetables, fish and eggs is to appear monthly in new-style Price Commission reports. Receipt of the first of these was announced on 9 February by Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection.

Replying to a parliamentary question, Mr Maclennan said that the reports would provide more regular, comprehensive and up-to-date information not only on retail prices of individual items but also on movements and trends in first-hand and retail prices. They would also look at the aggregate value of distributors' gross margins in relation to the overall turnover of a particular sector, thus helping to give a fairer perspective of first-hand and retail prices of individual classes of product.

Detailed information about retail prices and price trends would also be given for carcass meat, poultry and bacon. At a later stage it may be possible to give these commodities the wider treatment outlined above. At present the collection and analysis of the necessary information presented methodological problems that need to be studied further.

The present arrangements were expected to provide background information that would help in further studies. Copies of the report are available from the Price Commission.

Rodgers gets down to the basics of HGV testing

William Rodgers (right), Secretary of State for Transport, with vehicle examiner Tom Sucker in an inspection pit at the Yeading Heavy Goods Vehicle Testing Station. Mr Rodgers went to the station on 3 February to see for himself how day-to-day testing and plating is carried out.

UG Glass Containers gives undertaking on increases

Following a Price Commission report on its investigation of proposals to increase glass container prices by UG Glass Containers Ltd, the company has given commission an undertaking that, in the absence of disproportionate and unexpected cost increases, it would not seek further price increases in the price of glass containers before September 1978. In applying the balance of the increase applied for when the investigation was announced they would take account of the lower margins obtained on some bigger customer lines.

The company has also agreed to give urgent consideration to three other matters covered in the report: disparity in profitability between containers supplied to larger customers and the rest of the business; containing more effective use of capacity by negotiating firmer contracts with customers; and the question of charging uniform delivered prices to customers.

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Government study into beverage containers

Study into the environmental and economic impacts of returnable and non-returnable beverage containers is to be undertaken by the Departments of Industry and the Environment under the auspices of the national anti-waste programme.

Public concern and attention focused on this subject in the EEC led to the setting up of a government working party to consider whether any action should be taken to alter the present market shares of the two systems.

Research will be in two parts: a study of the energy and raw materials consumption of beverage containers throughout the stages of manufacture, distribution and final disposal and a parallel economic study to assess the effects of changes in the present system on industry, trade, the consumer and the environment. The two studies will be closely co-ordinated.

Schemes for shipbuilding redundancies outlined

The Shipbuilding Redundancy Payments Schemes have been worked out between British Shipbuilders, the Confederation of Shipbuilding and Engineering Unions, Harland and Wolff, and the government. Further discussions will take place on the details of the schemes. The Shipbuilding (Redundancy Payments) Bill has now completed its committee stage in the House of Commons. This is an enabling bill and the final schemes will be introduced by statutory instrument requiring an affirmative resolution of both Houses of Parliament.

Gerald Kaufman, Minister of State for Industry, outlined the proposed schemes in parliament on 7 February.

Preliminary outline of schemes proposed for introduction under clause 1 of the Bill.

1 Two identical schemes would be introduced, one for British Shipbuilders, the other for Harland and Wolff. Both would begin on 1 July 1977.

Coverage of the schemes

2 The schemes would cover all prescribed classes of employees of less than 65 years of age.

Benefits payable

3 Benefits would be calculated in accordance with age and length of service in relevant companies. No employee would receive less than £300, irrespective of age and length of service, subject to having been employed by relevant companies for not less than one year.

4 Employees between the ages of 40 and 64 would be eligible for length of service payments. Length of service would be defined as each completed year of total continuous service verifiable from the records of any relevant company as defined in clause 1(3) of the Bill. To take account of the special circumstances of certain employees of certain shiprepair companies, any employee who established a qualifying period of service in accordance with the provisions for casual employment under the Redundancy Payments Act 1965 would be entitled to payments for a corresponding length of service under the shipbuilding scheme.

5 Length of service payments would range, by an even progression, from a minimum of two weeks for one year of service to a maximum of 80 weeks after 25 years of service.

6 Length of service would be calculated in terms of multiples of the beneficiary's normal weekly earnings excluding overtime calculated in accordance with the provisions of the Redundancy Payments Act 1965, and taken at the average of the 13 weeks preceding redundancy. The payments would be divided into lump sum and income support; at the top of the length of service scale, for example, 40 weeks' average pay would be payable in a lump sum, and the remaining 40 weeks would be payable as income support, spread equally over two years.

7 The income support payments would cease at the age of 65. If an employee made redundant obtained new employment at lower earnings within two years, his earnings would be made up for the balance of the two year period to 90 per cent of his previous earnings in shipbuilding, or by the maximum income support payment payable to that employee, whichever produced the lower figure.

8 No employee would receive total payments under the shipbuilding scheme and the Redundancy Payments Act 1965 adding up to more than two years' of his pay (calculated as in paragraph 6) subject to the maximum earnings level fixed by the Redundancy Payments Act 1965 (currently £100 per week).

9 No employee who was made redundant would receive more than he would have earned by continuing in employment up to the age of 65.

10 Employees over the age of 40 would receive age payments in addition to the length of service payments, ranging from £50 at age 41 to a maximum of £750 starting at age 55.

11 Re-employment of a beneficiary under the scheme by a relevant company would be conditional upon the refund by the employee of a proportion of any lump sum payment calculated in proportion to the length of time for which the employee has been redundant. (For example, an employee who had received a lump sum payment based on 38 weeks' pay would be required to make a refund only if re-employed by a relevant company within less than 38 weeks.)

Mobility payments

12 If an employee, in preference to redundancy, applied for and obtained a job in another relevant company, his travelling and removal expenses would be reimbursed up to a maximum of £2,000.

Retraining

13 If an employee, in preference to redundancy, agreed to retraining for a vacancy in his present company, his wages during training, if lower than his previous average earnings, would be made up to his previous average earnings for the duration of the training course. An employee who refused an offer of retraining as part of a manpower planning scheme which was agreed with the relevant trade union would not qualify for redundancy benefits under the scheme.

Cost

14 The cost of a scheme on the above lines would vary according to the total number of beneficiaries, and the age, length of service, earnings and re-employment experience of the individual beneficiaries. Given that the scheme is predominantly oriented towards higher payments for increasing age and length of service, the age profile of the total beneficiaries would significantly affect the total cost.

15 Using the same assumptions as those in the financial and explanatory memorandum to the Bill (ie, an age profile reflecting that of the industry as a whole) the cost per 1000 redundancies, based on average earnings at September 1977, would amount to £1.5 million per 1000 redundancies. This is higher than the illustrative example in the explanatory and financial memorandum to the Shipbuilding (Redundancy Payments) Bill because, in general, the scheme is of a fundamentally different kind to that on which the figures in the memorandum are based, being predominantly lump sum as compared with income support. In particular, a significant proportion of the extra cost is accounted for by the fact that the scheme proposed would provide for significantly more generous benefits to those between 40 and 55 years of age as compared with the model.

16 The maximum payment possible under the scheme would amount to £7,400 – ie, the amount required to bring the benefits under this scheme together with those payable under the Redundancy Payments Act 1965, up to the sum of £10,400 which is the ceiling referred to in paragraph 8 for a person earning £100 a week or more.

New scheme to check tyre-pressure gauges proposed

A national scheme to improve the accuracy of tyre-pressure gauges has been proposed. Details have been circulated to all interested parties.

Under the scheme, tyre pressure gauges used on garage forecourts and other trade premises would be tested at six monthly intervals by local trading standards officers in accordance with an agreed test schedule. Participants in the scheme would display an approved plaque and be issued with a dated certificate showing their compliance with the standard of accuracy required. A condition of participation in the scheme would be that garages should possess and maintain a master gauge to check the accuracy of working gauges.

Proposals have been formulated on the advice of a working party of experts from representative bodies. Details of the scheme are available from the Legal Metrology Branch of the Department of Prices and Consumer Protection, Room 316, 26 Chapter Street, London SW1P 4NS. Comments are invited by 28 March 1978.

New fire-resistant material on show

Among participants at Exhibition 78 was Tri-Wall Containers, which demonstrated the fire-resistant properties of its new Firemarshall construction material. Picture shows what happened when demonstrators set fire simultaneously with paraffin to two similar structures, one on the left made from the treated material which refused to ignite and the other of untreated fibreboard. (See also 'Awards presented at Exhibition conference' page 352)

IPC magazines and APCM price increases to be investigated

Certain price increases of IPC Magazines Ltd and of the Associated Portland Cement Manufacturers Ltd are to be investigated by the Price Commission.

IPC Magazines Ltd pre-notified to the commission on 13 January that it intended to increase cover prices of 26 magazines. The proposed increases included 1p a copy on *Woman* and *Woman's Own* and 5p a copy on *Homes and Gardens* and *Ideal Home*.

The Associated Portland Cement Manufacturers Ltd on 18 and 19 January pre-notified to the commission, along with other firms party to the cement manufacturers' common price agreement, that it intended to increase the prices of ordinary, rapid hardening and coarse ground portland cements and also of certain special cements.

The effect of the commission's decision to investigate is that the price increases proposed may not be implemented during the period of the investigations which must be completed within three months. However, the commission are able to allow interim price increases, and are obliged to do so to the extent to which the safeguard provisions operate. Anyone who wishes to make any representations to the commission in connection with these investigations should write to the Secretary, Price Commission, Neville House, Page Street, London SW1P 4LS.

Credit licensing showing its effectiveness – Borrie

Although licensing under the Consumer Credit Act is not complete, it is already showing its effectiveness in cleaning up the credit industry, Gordon Borrie, Director General of Fair Trading, has told members of the credit industry.

Mr Borrie said that since 1971 when Lord Crowther published his report and certainly since 1973 when the Consumer Credit Act was being discussed, the credit industry had been on warning that a licensing system would be introduced. Firms and individuals had known they had about four years to put their house in order before licensing finally arrived. They had had plenty of time to change their practices to make themselves fit to receive licences.

This was not to say, of course, that the whole of the credit industry was a morass of deception and crooked dealing, he told them. In many sectors there had always been a tradition of honesty and fair play. But there were sections of the credit industry which, by their behaviour, brought the rest of the industry into disrepute and which simply cried out for control – public pressure for regulation was strong and justified.

Safety warnings on ACE passenger-carrying hoists

Health and Safety Executive's chief inspector of factories, Jim Hammer, has urgently contacted the known purchasers of 20 passenger/materials hoists requesting them to take the hoists out of service immediately. The type concerned is described as a rope-suspended shaft-type passenger/materials hoist manufactured by ACE Machinery Ltd. The hoists are designed to transport passengers and materials within shafts or for use with cranes and oil rigs.

This request follows the accident at Littlebrook 'D' power station on 9 January in which four men died and five were seriously injured. It asks for the hoists not to be re-used until a free-fall test by a competent person has shown the safety gear to be satisfactory.

Some packed cheese exempted from unit pricing

UK cheese packers have agreed to standardise the weights of their branded packs of cheddar, cheshire and other regional varieties of cheese.

In view of this, Robert Maclennan, Par-

Government sales

1 and 2 March 1978 – Miscellaneous

Location
Post House Hotel, Herbert Walker Avenue, Southampton

Auctioneers
Austin & Wyatt (Dept L), 79 High Street, Fareham, Hants (0329 234211)

Stores lying at Woolston and other depots in the south of England including clothing, furniture, household effects, engineering equipment, MT spares and tyres and other items.

7 and 8 March 1978 – Miscellaneous

Location
Ordnance Storage and Disposal Depot, Ruddington, Notts

Auctioneers
Arnold & Son (Dept L), 13 Market Place, Burton-on-Trent, Staffs (0283 64657)

Items lying at depots in the Midlands comprising aircraft and helicopter spares, furniture, MT spares, tyres, binoculars, textiles, diesel generators, electronic equipment and a few vehicles.

Catalogues which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

PUBLIC AUCTION SALE
BRISTOL

A public auction sale of surplus government furniture and equipment has been arranged at the DoE/PSA Supplies Store, Bay 5, Ashton Vale Road, Bristol, Avon BS3 2HJ. The sale will commence at 10.00 hours on the 22 February 1978 and viewing will be allowed from 10.00 to 16.00 hours on day previous.

The auctioneers are Messrs. Stanley, Alder and Price, 7 St. Stephens Street, Bristol, Avon BS1 1EG, telephone 0272 299151 and catalogues will be available directly from them, price 15p.

liamentary Under-Secretary of State for Prices and Consumer Protection, has made an order (The Price Marking (Cheese) (Amendment) Order 1978, SI 1978/133, HMSO, 10p) to exempt from unit-pricing requirements such cheese packed in quantities of 50 g, 100 g, multiples of 100 g and, until 1 January 1981, 150 g.

Unit pricing will be required for many varieties of cheese from 1 March 1978, but for these manufacturers' fixed-weight packs it has been deferred until 1 July 1978 to give time to clear existing packs through the distribution chain.

Use of 'Cyfyngedig' instead of 'Limited'

Welsh companies are reminded that they have until 18 April to alter their memoranda, if they wish, to indicate that their registered offices are in Wales.

By then, a company with a registered office in Wales and which has been incorporated for a year or more must have altered its memorandum by special resolution to indicate that its registered office is in Wales if it is to take advantage of the Welsh language provisions of the Companies Act 1976.

These provisions, contained in section 30 of the Companies Act 1976, include the use of the word 'Cyfyngedig' instead of 'Limited' and permission to submit statutory documents to the Registrar of Companies in Welsh.

Inspectors appointed

Edmund Dell, Secretary of State for Trade, has appointed John Christopher Calthorpe, QC, of 5 King's Bench Walk, Temple, London EC4 and Brian Murdich Currie, FCA, of 1 Surrey Street, London WC2 under section 164 of the Companies Act 1948, as inspectors to investigate and report on the affairs of Fourth City and Commercial Investment Trust Ltd, Excelads Ltd and Cambramain Ltd; and under section 165(b) of the Companies Act 1948, as amended, as inspectors to investigate and report on the affairs of Systematic Tooling Ltd – in voluntary liquidation.

Degree day service: figures for January

Degree day figures for January, published by the Department of Energy, are shown in the table. This service is designed to help industry and commerce improve the efficiency with which space heating systems are used.

The figures are a record of the extent and length of time in a particular month that the external temperature fell below a base figure of 15.5 degrees C (60 degrees F). Because this affects the amount of fuel needed to provide a given level of space heating the figures can be used to check on the efficiency of heating systems. By comparing the amount of fuel used with the number of degree days in monthly periods of different years, energy managers and others can monitor the performance of heating plant and operate it more economically.

Detailed information about the system is contained in a free booklet *Degree Days* (No. 7 in the Fuel Efficiency series) available from the Library, Department of Energy, Thames House South, Millbank, London SW1P 4QJ, tel. 01-211 3394. It explains the theory and practice of using the figures and contains a map showing the locations of the 17 Meteorological Office stations and the regions covered.

January degree days (base temperature 15.5 degrees C)

Region	Calculated average for Jan 1957-77	1977 Jan	1978 Jan
Thames Valley	349	373	358
South East	371	387	381
Southern	342	370	346
South West	296	322	297
Severn Valley	348	377	351
Midland	375	414	382
West Pennines	363	395	372
North West	371	419	391
Borders	380	412	398
North East	379	417	401
East Pennines	367	414	388
East Anglia	383	403	388
West Scotland	373	429	415
East Scotland	383	430	420
North East Scotland	399	425	418
Wales	322	362	339
Northern Ireland	363	409	380

Recommended retail prices in bedding to be examined

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has directed the Price Commission to undertake an examination of the use of recommended retail prices in bedding. The examination is part of a programme being carried out by the commission under the Price Commission Act 1977 and this is the first direction made to the commission concerning recommended retail prices in a specific sector. The terms of the direction, made on 3 February, are as follows:

The Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, hereby directs the Price Commission to examine and before 31 July 1978 to make a report to him on the following question:

The relationship between recommended retail prices of beds and actual retail prices of beds and the effect of such recommended retail prices on the prices and margins of manufacturers and distributors;

the report to include advice as to whether, and if so, in what manner and to what extent –

a a person who indicates that beds are or may be for sale by him should be prohibited from indicating a price at which another person buying such beds may sell them;

b a person who indicates that beds are or may be for sale by him by retail 'the seller' should be prohibited from indicating that such beds may be sold by retail at a price higher than a price at which the seller indicates that he will or may sell them;

and in this direction 'beds' shall mean beds of any description intended for ultimate sale to private consumers and shall include mattresses, headboards and items of furniture designed primarily for another purpose but which are by intent also so designed that they may be readily converted to form a bed but not beds designed primarily for camping or outdoor use.

Official appointment

Post Office Board: Eric Varley, Secretary of State for Industry, announced the appointment of Michael Posner as a part-time member of the Post Office Board on 9 February.

New AGR at Heysham

The Central Electricity Generating Board proposes to site its next twin reactor advanced gas-cooled reactor (AGR) nuclear-power station at Heysham, Lancashire.

This decision follows the Government's announcement on 25 January authorising the board to order one AGR station as soon as possible (see *Trade and Industry*, 3 February, p 198).

The board was granted statutory planning consent and a nuclear site licence in 1969 for four AGR reactors at Heysham with a combined capacity of approximately 2500 megawatts. The first is expected to be in commercial operation early in 1981.

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the date specified

30 January 1978

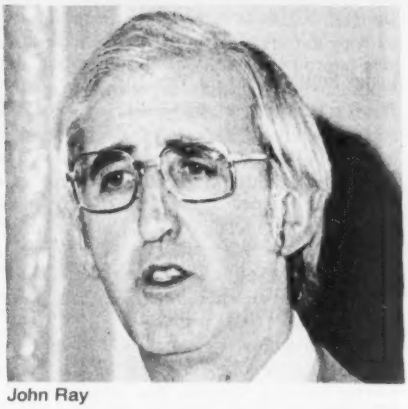
1148601 British Steel Corporation
Improvements in and relating to the refining of metals
1166000 British Steel Corporation
Improvements in or relating to the manufacture of steel
1172373 British Steel Corporation
Improvements in or relating to the cooling of rolls
1182959 British Steel Corporation
Improvements in and relating to the refining of iron
1405966 Chinoin Gyogyszer es Vegyeszeti Termekek Gyara RT
Pharmaceutical compositions
1417542 Chinoin Gyogyszer es Vegyeszeti Termekek Gyara RT
Theophylline 7-acetate salts
1468392 Chinoin Gyogyszer es Vegyeszeti Termekek Gyara RT
Diisoquinolino-azocines
1401627 The Post Office
Improvements in or relating to testing for telecommunications switching systems
1461906 The Post Office
Improvements in or relating to rotor and stator assemblies of an electromagnetic actuator
1467233 The Post Office
Improvements in or relating to dielectric waveguide filter assemblies
1387087 Societa Italiana Resine SIR SpA
Process for the production of liquid epoxy-novolak resins
1394763 Societa Italiana Resine SIR SpA
Process for the production of sintered granulate from acrylonitrile-butadiene-styrene copolymers in powder form
1408819 Societa Italiana Resine SIR SpA
Process for emulsion-polymerization of butadiene
1107349 Goblin (BVC) Ltd
Improvements in or relating to dust bags for vacuum cleaners
1318977 Empresa Auxiliar de la Industria SA
Improvements in or relating to the treatment of pyrite ores
1464131 Hitachi Ltd
Improvements in the manufacture of shadow masks
1474457 Potter Instruments Co
Improved high speed printer
1481326 Protex Fasteners Ltd
Improvements relating to carrying handles

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form 45 within two months after the date of endorsement.

I. J. G. Davis, Comptroller

Non-ferrous foundries prepare for the next upturn

At the recent meeting of the National Economic Development Council, the Department of Industry's non-ferrous foundry industry scheme was given as an example of how the Industrial Strategy was being implemented and helping to improve the performance of the industry. The scheme, by encouraging investment, will improve the industry's competitiveness, and lead to increased employment and productivity and better working conditions. Reviewing the scheme's progress in Birmingham on 7 February, John Ray, chairman of the advisory committee, reminded non-ferrous foundry firms that the scheme closes on 31 July and there was still £8 million available to support their investment projects.



John Ray

Non-ferrous foundries participating in the department's scheme for the industry are investing £35 million in projects which involve a potential £8 million of assistance. The industry has a vital position in the economy, supplying a wide range of components to many industries such as vehicles, domestic appliances, electrical components, marine, aerospace, radio and television.

The supply of non-ferrous castings did not meet demand in the last up-turn in the economy and the non-ferrous foundry industry scheme was introduced by the Secretary of State for Industry, Eric Varley, in January 1977 to encourage the industry to invest so as to improve its efficiency and competitiveness and thereby be in a stronger position for the next upturn; £20 million was allocated to the scheme.

John Ray, chief executive of the Chloride Group and chairman of the advisory committee appointed to advise the Department of Industry on the scheme, said: 'What has happened, and what is happening, in the non-ferrous foundry industry is important in its own right, but even more important is that what is happening can be applied many times over to practically all sectors of British manufacturing industry'. The sector working party – now merged with the Ferrous Foundry Economic Development Council to form a new Foundries EDC – had played an important catalyst role and he believed it was instrumental in highlighting the great importance – and indeed the vital role – of small firms in industries such as the non-ferrous foundry industry.

'In this sector where two-thirds of the employees are employed in firms employing 500 people or less there was little knowledge and understanding of the total market place, but now they are in a much better position.'

In the first year the department has approved 45 applications involving some £4 million of assistance and reflecting total project costs of over £18 million. There are a further 55 applications under consideration. These involve another £4 million of potential assistance and a further investment of £17 million. In addition to these formal applications the department has discussed with another 50 potential applicants their proposed projects and these discussions are expected to lead to at least another £4 million of assistance. Thus with just six months to go before the closing date for applications there is £8 million left of the £20 million allocated.

Some projects have been refused assistance. Most because they did not meet the timing requirements but there have been a few which were based on over optimistic assessments by the applicants of their ability to meet their sales forecasts. Other projects have been withdrawn or modified following discussions with the department.

As might be expected most applications have been received from companies in the west Midlands which has the largest concentration of non-ferrous foundries but applications have been received from every region in the country.

The applications cover all the main alloys with aluminum alloys concerned in over 50 per cent of them and copper alloys including bronze and brass in over 30 per cent. The markets covered are wide and range from vehicles and domestic appliances to more specialised markets such as radio and television components. Pressure die-casting processes have been the subject of over 30 per cent of the applications; 25 per cent concerned sand casting and a further 25 per cent gravity die-casting. The remaining applications concerned precision casting processes.

Jobbing foundries have been responsible for well over 60 per cent of the applications with specialist foundries accounting for most of the others. A few tied foundries have applied. Well over 60 per cent of the applications so far approved have come from foundries employing less than 100 people. The names of companies are published in *Trade and Industry* every quarter after they have received their first payment.

The current estimated increase in employment which should result from the known proposed investment is well over 1500 by mid-1981. All the projects forecast an increase in productivity with a measure, in some cases substantial, of improvement in working conditions, for example from the adoption of electric melting, improved moulding and mechanised sand-handling systems.

So far, there has been a limited response to part 3 of the scheme which provides for a grant of 50 per cent of approved consultancy fees for small firms who wish to use approved consultants to investigate problems and formulate proposals for improving a firm's productivity and efficiency. It is hoped that small non-ferrous foundries will take advantage of this provision before the closing date for applications arrives.

There is £8 million of aid left and the scheme closes on 31 July this year. With limited resources the department is kept at full stretch to process the applications quickly so that applicants may receive a decision at the earliest possible moment. Applications should be addressed to a regional office of the Department of Industry or the industrial offices of the Scottish and Welsh Departments.

Non-ferrous foundry scheme

The total capital cost of projects for which applications have already been approved may be grouped under the following broad headings:

	£'000	% of total
Die casting machinery		
High pressure	3 000	16
Low pressure	1 400	8
Gravity	340	2
Holding and melting plant	2 500	13
Sand reclamation plant, Moulding/mixing and core making machines	1 400	8
Energy saving plant	250	1
Other plant and equipment	6 400	35
Buildings	3 200	17
Total	18 490	

Finance for technology

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, Kingsgate House, 66-74 Victoria Street, London SW1E 6SL, or by telephoning 01-828 3400.

Competitiveness of UK goods: recent measures compared

In recent years there have been large differences between countries in rates of inflation and, accompanying these, large movements in nominal exchange rates. There have also been differences in the growth of productivity. Each of these factors affects the ability of manufacturers in one country to compete – in domestic and in world markets – with manufacturers in other countries, and so the measurement of relative competitiveness has attracted great interest. However, it is difficult to estimate the net effect of changes in prices, exchange rates and productivity using a unique measure of competitiveness: there are rather a number of complementary measures, each with certain advantages and disadvantages. The usefulness of any single measure will depend on the particular aspect of competitiveness being studied and it will also depend, at least in part, on the view taken of the relationship between relative costs and prices and the pattern of international trade. This article, reprinted from the Treasury's 'Economic Progress Report', 95, examines some of the measures of competitiveness which are commonly used, and compares the recent figures for the UK for each of them.

There are two important points to bear in mind in looking at these measures. First, all of them relate to price or cost competitiveness: they do not take account of non-price factors, such as quality or delivery performance. These factors are undoubtedly an important aspect of a country's competitive position, but they cannot be quantified in a comprehensive way. And second, the measures of competitiveness discussed in this article illustrate changes compared to a base year (1970). They cannot measure whether the UK was competitive in an absolute sense at any particular time. For that a view would have to be taken about the level of competitiveness that was appropriate to the desired current account balance: this level might itself change over time, for instance as a result of changes in non-price competitiveness.

Measures of price competitiveness

There are three basic measures of price competitiveness – relative export prices, import prices and relative wholesale prices.

The first of these, relative export prices, is defined as the ratio of the export prices of UK manufactures to a weighted average of the export prices of manufactures of the UK's main competitors expressed in a common currency. While this does seem a natural way to measure competitiveness, it suffers from some major limitations:

- it relates only to the relative prices of UK and competitors' exports: it does not take account of how profitable exporting is for UK companies at this price. There is some evidence that in recent years UK exporters have become more inclined to follow the price charged by their competitors in world markets. This carries the implication that changes in the exchange rate are more likely to affect profit margins than export prices;
- it relates only to exports, and so does not take account of competition in the UK home market between imports and domestic production;
- it measures competitiveness only in relation to the exports of the UK's competitors: it does not, therefore, take into account competition with their domestic production in their home markets; and
- it measures each country's delivery prices and not quotations, and so does not take account of unsuccessful quotations for exports.

Of these limitations the third might be eased by calculating the ratio of UK export prices to some weighted combination of other countries' export and wholesale prices: but the statistical and conceptual difficulties in this approach are considerable. The other limitations are all inherent in the nature of this measure, and could only be overcome by using a different measure of competitiveness.

Because relative export prices take no account of how profitable exporting is at that price, a measure sometimes used to complement that series is the ratio of UK wholesale prices of manufactures to UK export prices of manufactures – the relative profitability of exports. This is not itself a measure of competitiveness, but is a guide to the extent to which changes in UK export prices, and hence in export price competitiveness, reflect changes in the profit margins on exports as against sales in the domestic market.

An alternative to measuring the competitiveness of our exports against those of other countries is to measure the competitiveness of home production against imports – import price competitiveness. A common measure used is the ratio of UK wholesale prices of manufactures to the price of imports of manufactures. This measure does provide a guide to import competitiveness, but it does not take account of the relative profitability of UK firms on their domestic sales and overseas exporters on their sales to the UK. The third measure of price competitiveness which has some attractions is the ratio of UK wholesale prices of manufactures to a weighted average of competitors' wholesale prices of manufactures – relative wholesale prices. This measure compares prices in the UK domestic market with the prices with which UK exports will be competing in other countries' domestic markets, and conversely, compares prices in other countries' domestic markets with the prices with which their exports will be competing in the UK market. But it does perhaps shift too much emphasis onto the domestic markets.

Cost competitiveness

An alternative is to look at cost competitiveness rather than the price competitiveness of exports or imports. This has several advantages:

- a cost indicator covers all manufacturing industries: those which are exporting, those

MEASURES OF COMPETITIVENESS OF UK MANUFACTURED GOODS — 1970 = 100

	Relative export prices[1]	Import price competitiveness[2]	Relative wholesale prices[3]	Relative normal unit labour costs[4]	Relative profitability of exports[5]
1970	100.0	100.0	100.0	100.0	100.0
1971	102.2	104.2	106.9	103.1	104.6
1972	102.6	104.8	105.5	100.8	105.6
1973	94.1	98.5	90.8	91.8	101.9
1974	93.1	103.6	90.2	97.9	101.2
1975	96.5	103.7	98.5	99.2	101.1
1976 1st qtr	99.2	100.8	99.2	99.0	101.1
2nd qtr	94.4	95.1	91.6	91.8	97.9
3rd qtr	95.0	93.7	90.4	90.1	96.2
4th qtr	90.4	90.9	86.0	82.4	95.1
1977 1st qtr	95.5	96.4	92.4	85.1	95.6
2nd qtr	97.7	98.3	94.0	85.2	97.4
3rd qtr	99.9	101.1	96.1	84.7	97.8
4th qtr	104.1	103.8	99.1	88.3	97.5

Some of the statistical series needed to calculate these indices are available soon after the period to which they relate: this is true in particular for the figures for UK export and import prices and wholesale prices. But it takes some time for data from all the other countries to be available and this means that there are delays of some months in producing final figures for some of the indices. For the purpose of this article estimates have been made of all the series up to the last quarter of 1977: these figures may need revision in the light of later information.

[1] Defined as the unit value of UK exports of manufactures divided by a weighted average of the unit values of competitors' exports of manufactures, both expressed in a common currency. The figures for the final three quarters of 1977 are Treasury estimates. [2] Defined as the index of UK wholesale output prices of manufactures other than food, drink or tobacco, divided by the unit value of imports of finished manufactures. [3] Defined as the index of UK wholesale output prices of manufactures other than food etc divided by a weighted average of the indices of competitors' wholesale prices of manufactures, both expressed in a common currency. The figures for the third and fourth quarters of 1977 are Treasury estimates. [4] Defined as UK normal labour costs per unit of output divided by a weighted average of competitors' normal unit labour costs, both series being expressed in a common currency and adjusted for variations in productivity about its long-term trends. The series is calculated and made available by the Research Department of the IMF. The figures for the third and fourth quarters of 1977 are Treasury estimates. [5] Defined as the index of UK wholesale output prices of manufactures other than food etc divided by the unit value of UK exports of manufactures.

which are potential exporters, and those which are facing competition from imports;

- a cost indicator is not affected by whether changes in costs are reflected in prices or in profit margins;
- a cost indicator would in principle relate better to quotations for exports, both in terms of timing of the orders and of coverage of quotations accepted and rejected, than a series of export prices.

The main disadvantages of measures of cost competitiveness lie, in fact, in the problems of constructing a suitable index. Ideally, a measure of cost competitiveness should cover all costs, but in practice comparisons are inevitably restricted to labour costs, because of the lack of suitable data elsewhere. Labour costs, incidentally, measure more than just wages and salaries: they include for example, such costs as the employers' social security contributions. But obviously they do not take account of the costs of materials. How much this affects the results will depend on how much costs of materials vary between manufacturers in different countries: it can be argued that they do not vary much, since the goods are homogeneous and the price is likely to be fixed internationally. If this is so, then movements in relative labour costs will be a good guide to movements in total costs, although they will tend to overstate them since labour costs represent only a part of total costs.

The labour costs of a manufacturer in one country relative to those in another are affected by movements in productivity, as well as by movements in wage rates or in exchange rates. For this reason, the appropriate measure to use in comparing cost competitiveness is relative costs of labour per unit of output. However, productivity and thus unit labour costs tend to vary cyclically with the level of capacity utilisation. But these variations are probably not as relevant to a measure of competitiveness as are changes in the trend of productivity: producers are more likely to take decisions on pricing and marketing on the basis of a trend level of productivity rather than on shorter-term variations. It is thus preferable to base the measure on 'normal' or 'cyclically adjusted' unit labour costs, even though this adjustment involves judgements about the trend levels of productivity and is not an easy one to make. A series of this kind is calculated by the research department of the International Monetary Fund, based for the major countries on work done by J. R. Artus in estimating potential output in manufacturing, and hence 'normal' unit labour costs. [1]

Weighting

Several of these measures involve obtaining prices or costs for each of the UK's competitors and weighting them together in some way to arrive at a single index for competitors' prices or costs. There is room for debate as to what these weights should be, and there are a number of different possible approaches.

Export price competitiveness can be considered as an example. It would not be satisfactory to weight together competitors' export prices by the share of UK exports going to each competitors' domestic market, for UK manufactures are competing with say, US products not only in the US but also in other markets. An alternative approach is to weight each country's export prices by its share in world trade excluding the UK: however, this ignores the relative importance of individual markets to the UK. A third approach – and one which is in fact used in the calculation of relative export price competitiveness for the UK – is to use a system of double weighting, where the weight given to each country is the product of its share in each market and the importance of that market to the UK. This method does take account of the relative importance of each country in each of the UK markets and the relative importance of these markets in the UK, although it does not allow for different elasticities of demand in different markets. In calculating their index of relative normal unit labour costs, the research department of the IMF uses weights which do take some account of the relative response to price changes of UK exports in different markets.

The competitive position of the UK

The measures discussed in this article all have advantages and disadvantages and, for a complete view, movements in all of them should be studied. But if a single indicator is needed, then in most contexts relative normal unit labour costs probably provides the best measure.

It is a measure of costs, and so is not affected by different pricing policies, and it measures equally competitiveness at home and abroad. Its main disadvantage stems from problems of producing the data needed; the series reproduced in the adjoining table is the product of one particular way of resolving these problems.

The table shows figures for the UK from 1970 for each of the four measures of competitiveness discussed. For each of these measures a lower value implies a more competitive position. Some of the more recent figures are estimates, since it takes some time for the data on countries' export prices and unit labour costs to become available: details are given in the footnotes. For reference, figures are also given for the relative profitability of exporting, with a lower figure showing exporting is relatively more profitable.

As is readily apparent from the table, the different measures show differing movements in competitiveness at various times. Of particular interest are the movements since the beginning of 1976, when all four indices were fairly closely grouped together. In the course of 1976 all the measures showed substantial improvements in competitiveness as sterling fell: the improvements were most marked in the index of relative normal unit labour costs and the index of relative wholesale prices. In 1977 all the measures showed a deterioration in competitiveness relative to the levels reached at the end of 1976. The index of relative normal unit labour costs rose slightly, but is still at a historically low level. The other three indices showed fairly sharp rises (ie losses in competitiveness) in 1977, taking them back to, or above, their levels at the beginning of 1976. As was emphasised earlier, none of these measures can give an indication of whether UK industry is absolutely competitive at present: all they can show is competitiveness now relative to an earlier period. And as is clear from the figures, even the relative competitive position will depend on which measure is considered appropriate.

[1] 'Measures of potential output in manufactures for eight industrial countries', J. R. Artus, *IMF Staff Papers* Vol. XXIV no. 1.

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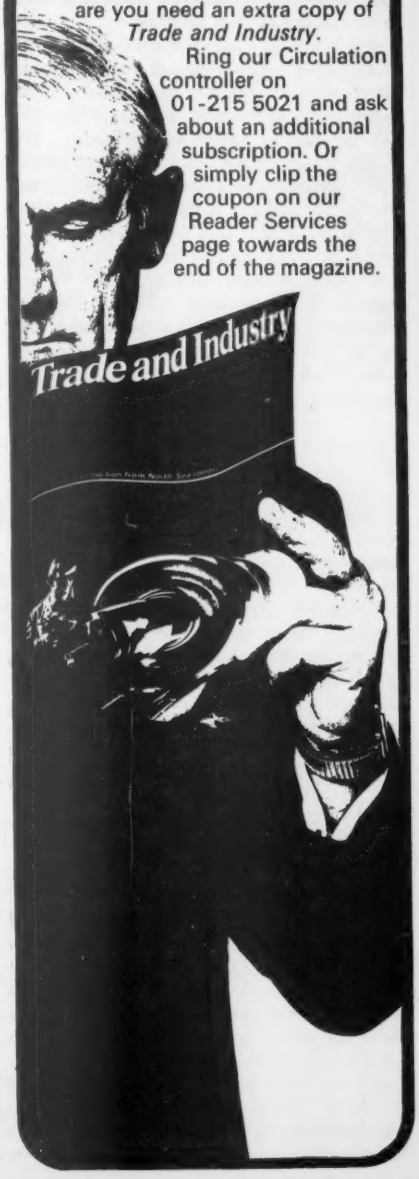


Technology news

NRDC finances silencer for low-frequency noise

An answer to the problem of low-frequency noise from industrial gas turbines may well lie in absorbing sound by generating additional sound to interfere with and cancel the offending frequencies. This is the principle supporting research at Chelsea College into a system devised by Dr M. A. Swinbanks and financed by the National Research Development Corporation. At the present stage of development, the method appears to be particularly appropriate for absorbing sound in air ducts and fluid pipelines.

It is commonly accepted that one can use a loudspeaker to cancel sound waves in one direction at the expense of doubling the sound levels in another. That a loudspeaker can be used to absorb sound energy – thus forming a 'sound sucker' – is less well known.

The technique is primarily suited to absorbing low-frequency sound where the sound field consists of simple plane waves. This is precisely the portion of the spectrum where more conventional silencers tend to be disproportionately large and extremely inefficient. A low-frequency active absorber, on the other hand, can be very compact and need not in any way impede the flow in the duct.

The experimental system has significantly cut random noise over the range 30 Hz to 200 Hz in a duct approximately 300 mm². With a fan having a broad noise peak at 160 Hz, the attenuation over the range quoted was 14 dB. The precise attenuation and frequency range of operation is largely governed by the need to ensure accurate reproduction of the initial sound field; for example, 20 dB attenuation corresponds to 90 per cent accuracy in the operation of the loudspeakers.

UKAE plans studies for underground waste

As part of an international research programme investigating the feasibility of isolating radioactive waste underground, the UK Atomic Energy Authority has applied for permission to the local authorities to drill bore holes in the Carrick Forest in south west Scotland. An application will also shortly be made for permission to drill in the Chillingham Forest. These operations are among a number of field investigations in the United Kingdom. Studies are already being carried out in Cornwall and research is planned in other areas.

Drilling bore-holes is a vital part of the programme which the UK Atomic Energy Authority is carrying out in co-operation with the Institute of Geological Sciences to investigate the various granite formations at depths down to 1000 feet. No disposal of radioactive waste will be involved in any part of this programme.

Under the international programme similar research is also being carried out into salt and clay formations and there are other programmes to investigate the feasibility of depositing the waste on or under the ocean bed.

Present stage of the research programme is expected to take three years to complete. Results will then be shared with other EEC countries doing similar research. A further period of research and testing will be needed before experimental disposal operations can begin. Whatever method is eventually adopted will first require complete assurance of safety and approval in detail by the appropriate government inspectorate and departments.

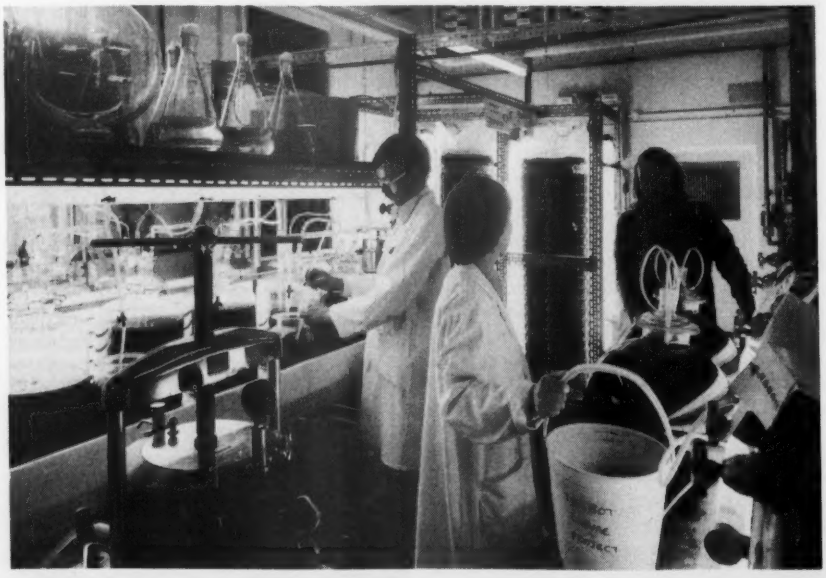
Vapour emissions from rotary seals in survey

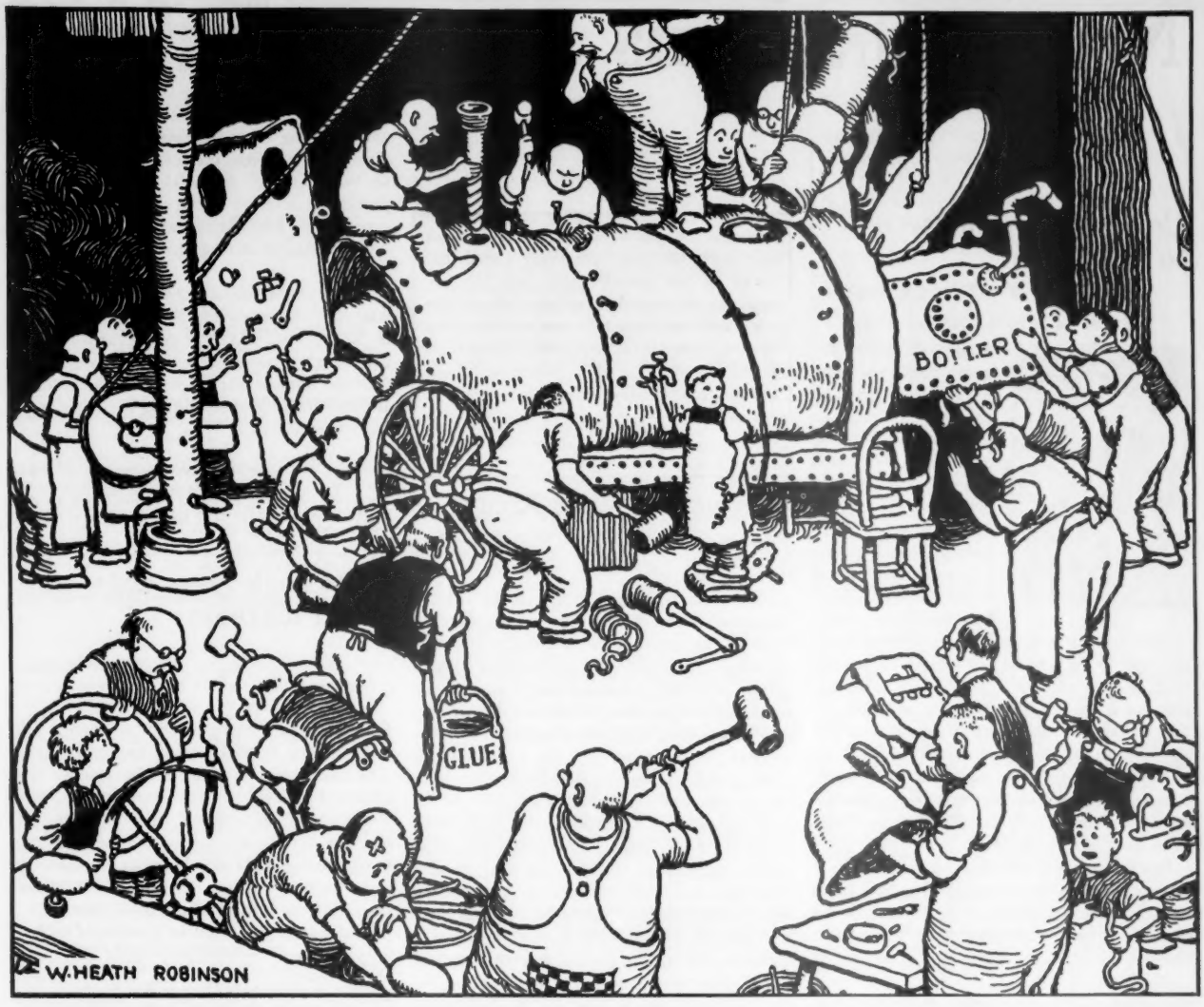
Under a contract awarded by the Mechanical Engineering and Machine Tools Requirements Board of the Department of Industry, British Hydromechanics Research Association engineers are to visit selected industrial sites to determine the effectiveness of rotary seals in containing volatile fluids which could be hazardous if they escaped. In addition to measuring the nature and quantities of vapour emitted, the survey will relate these results to the operating conditions and establish whether existing seals can adequately control emissions in critical applications. It is hoped to publish numerical values for emissions.

Although industrial interest has already been shown, BHRA would like to hear from other plant operators who would be willing to allow emission levels to be measured on site and who would also provide some background information. Participants would receive details of vapour emission levels on their own site and the project report would be available to them as soon as it was published. For more details contact R. M. Austin, Principal Research Engineer, BHRA Fluid Engineering Seals Group, Cranfield, Bedford MK43 0AJ, tel. 0234 (Bedford) 750422.

Fish farming techniques investigated

In the laboratories of the Fish Research Station at Lowestoft in eastern England scientists are growing live food to feed to farmed fish. Tiny plankton are being bred to feed turbot fry, the species that the station is confident will be the first artificially-reared marine flatfish to be marketed in Britain. The station, under the auspices of the Ministry of Agriculture Fisheries and Food, is looking into methods of fish farming high-priced fish and particularly to perfecting methods of producing food to feed them when young. The method currently in use involves growing different species of uni-cellular algae in the glass jars in the picture. The algae will be used for feeding rotifers. These microscopic marine animals are then fed, in this case, to turbot fry after they hatch. The young turbot, after their early diet of these tiny planktonic animals, have to be weaned away from chasing live food to a prepared food in readiness for their future diet of the cheap pelleted raw fish they will receive when maturing on fish farms. The cultivation of microscopic organisms is a vital part of turbot husbandry and essential for the well being of tiny turbot fry. The station researchers now claim that it is feasible to produce tens of thousands of fish with a much improved survival rate.





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Company_____

Position in the Company_____

Nature of the Business_____

TI J2

New publications

Conference venues – how to find them

Some 42 000 facts about conference venues the length and breadth of Britain have been gathered together in a new 290-page volume published by the British Association of Conference Towns (Bact), with the collaboration of the national tourist boards.

Arranged in tabular format with separate sections for each of the 12 tourist regions, as well as Scotland, Wales, Northern Ireland and the Islands (Guernsey, Isle of Man and Isle of Wight), the manual provides colour coded data on hotels, non-residential venues and universities. The inclusion of universities is particularly interesting, since it is probably the first time that halls of residence have been analysed in this way.

In each case full details are provided of the type of accommodation available and how to apply. The compilers have included an alphabetical index for each town showing its county, district council and tourist region.

In a work of this scale it is not surprising to find that there are some omissions – for example, no mention of Lancaster University (presumably this is due to the lack of response from the organisation concerned). And, in the hotels section, some additional information – such as the existence or otherwise of parking facilities – might not have gone amiss. But these minor criticisms cannot detract from the value of this well-researched and objectively presented work for the professional promoter of conferences and group travel in the UK. More generally it should provide a useful and unique addition to this country's tourist industry literature. The publishers emphasise that the publication is not available on the open market, but Bact will supply copies to bona fide meeting planners 'on production of their credentials' for a nominal sum.

Readers may be interested to learn of another publication, also available from Bact to anyone organising a conference in the UK. This is entitled 'Conference Britain' and is available free. It provides the name, address and telephone number of the conference officer in every town in the UK.

A Manual of Conference Venues in Britain: hotels, halls, universities. British Association of Conference Towns, 6 Falsgrave Road, Scarborough, North Yorkshire YO12 5AT. 1977. (290 pages; ringbound £2.00 (available to meeting planners only on production of their credentials)).
Conference Britain. British Association of Conference Towns. 3rd edition. 1977. (1978 edition available shortly.) (32 pages. Available free from BACT.)

Selection of publications for review on this page does not necessarily reflect the views of the government, nor do the opinions expressed. Inquiries about this page and submissions for review should be sent to *Trade and Industry*, New Publications Page, Room LG 17A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4136.

Contacts in west Africa

Businessmen with an interest in the market potential of west Africa may be interested to learn of the appearance of a trade directory covering this part of the world. 'Trade Contacts in West African Countries' attempts to provide what the publishers describe as 'up-to-date and accurate business and commercial information for the businessman trading with or wishing to initiate trade with the countries of west Africa'.

Covering some 19 nations in the area from Mauritania to Zaire and including such major markets as Nigeria, as well as the lesser-known areas, the work provides a country-by-country survey. Basic information on the background to the economy is included, as well as general information and useful government and private addresses for visiting businessmen. The size of each entry varies according to the amount of material available.

The directory also lists the regional organisations in the area and provides addresses of west African embassies in EEC countries and in the United States. Some statistics are quoted, and these are based on United Nations, European communities and United States, Bureau of the Census publications, but the latest figures appear to cover only up to 1975.

Trade Contacts in West African Countries. Kogan Page (in association with Export Times). 1977. (189 pages. £12.00. ISBN 0 85038 063 4).

South Korea's promising prospects for exporters

In 1975 UK exports to the Republic of Korea amounted to some £75 million, mainly in a wide range of machinery and industrial equipment. Prospects now look particularly promising for British exporters at the end of the first year of the fourth five-year plan (1977-81). At this opportune moment, Metra Consulting has decided to conduct a study into this market where the potential is not as yet fully known.

Following broadly along the lines of previous volumes in the series (the volume on Nigeria was reviewed in *Trade and Industry*, 16 September 1977, page 491, and Indonesia in the issue of 21 October 1977, page 120), the report attempts to evaluate the opportunities available for those considering entering the market. It examines the potential for industry, as well as for financial consultants. Of particular interest is the analysis of investment needs and major industrial projects to be undertaken during the present five-year plan.

Much of the initial research for this report was carried out during the summer of 1977 in Korea itself with the co-operation of the various government organisations concerned. And the analysis should prove most useful to anyone thinking of examining the opportunities more closely.

South Korea: business opportunities; compiled and published by Metra Consulting. Available from Metra Consulting Group Ltd, 23 Lower Belgrave Street, London SW1W 0NS. 1978. [x] (221 pages; ringbound £82.00. ISBN 0 902231 10 3).

Workbook gives data on world markets

Any manager concerned with exporting and international marketing will appreciate how time-consuming it can be to gather the necessary statistical data on international markets. In an attempt to bring together selective data which will be of practical help to the manager, Binder Hamlyn Fry and Co and Roland Berger Technics Ltd have produced the 'World Markets Workbook'.

Material is presented in a series of tables, supplemented by specially designed maps which enable the marketing objectives and priorities to be ascertained for each country in question. All data are derived from United Nations statistical sources, but unfortunately the most recent figures date back to 1974.

Useful comparisons between countries, under such headings as 'changes in output', and 'standards of living indicators' are included and there is ample space for the insertion of additional information by the user.

Although the initial material offers indicators necessary to identify areas for further research, far more up-to-date data is available from other sources for most headings, and most export managers will require rather more information.

World Markets Workbook. Binder Hamlyn Fry and Co and Roland Berger Technics Ltd, 76 Shoe Lane, London EC4A 3JB. 1977. (112 pages; ringbound. £17.50 (reductions for more than one copy). ISBN 0 950303 3 X).

Advertisements for 'Trade and Industry'

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Parliament

Monday, 6 February

Aviation security searches

John Osborn (Sheffield, Hallam) asked the Secretary of State for Trade if he would have discussions with the EEC, the European Civil Aviation Commission, and the International Civil Aviation Organisation to ensure that transit passengers are not subjected to extra searches in addition to the search at the original point of departure and do not incur extra charges for security precautions.

Mr Clinton Davis replied that he would not have discussions and added that all passengers and their hand baggage departing from UK airports would continue to be subjected to such search as the government considered necessary. After the passing of the Civil Aviation Bill now before the House, airport authorities and airlines would be free to absorb the aviation security levy, or to pass it on to the user in whatever way they chose.

Scottish Isles landing strips

Jo Grimond (Orkney and Zetland) asked the Secretary of State for Trade if he would take steps to ensure that air landing strips in Orkney and Shetland, threatened with closure owing to increased licence fees, were left open.

Mr Clinton Davis said he had no powers to ensure that air landing strips be kept open. He understood that in some cases operators would need to increase expenditure to meet the cost of compliance with higher safety standards as well as that on increased licence fees; but that financial assistance might in some cases be available under the terms of the Local Government (Scotland) Act 1973.

Heathrow's fourth terminal

Carol Mather (Esher) asked what was the proposed starting date for the building of the fourth terminal at Heathrow Airport; and when the Secretary of State for Trade expected to receive the results of the public inquiry which is to be set up.

Mr Clinton Davis told him that the British Airports Authority had hoped to start building the fourth terminal in September 1978, but this would now be subject to a public inquiry to be held this summer.

Concorde

Tom Arnold (Hazel Grove) asked how many Concordes had so far been delivered to British Airways; and how many were currently in use.

Mr Clinton Davis said that British Airways had taken delivery of their fleet of five Concordes all of which were in use.

Tom Arnold (Hazel Grove) asked the Secretary of State for Trade what progress British Airways and British Aerospace had so far made towards concluding a Concorde interchange and leasing arrangement for international services with Braniff; what advantages he saw in British Airways and British Aerospace reaching an inter-change and leasing arrangement with Braniff; what steps he was taking to encourage a British Airways and British Aerospace interchange and leasing arrangements with Braniff; and what assessment he had made of the potential value to British Airways and British Aerospace, respectively, of Braniff's proposed inter-change and leasing arrangements.

Mr Clinton Davis said that an agreement had been signed between British Airways and Braniff on 10 February 1977. British Aerospace were not a party to the agreement. He was of course in favour of arrangements that would enable British Airways to improve utilisation of its Concorde fleet. The government were actively giving them every assistance in seeking solutions to the problems which had to be resolved before the agreement could be implemented. An assessment of this and future such leasing arrangements was a matter for the commercial judgement of the British Airways board.

Hotel accommodation for tourists

Tim Sainsbury (Hove) asked the Secretary of State for Trade whether he was satisfied that hotel accommodation outside London would be adequate for the number of overseas visitors anticipated during the current year.

Mr Meacher replied that he was satisfied. According to the latest figures from the national tourist boards, an average of one hotel bed in two outside London was empty in the first eight months of last year.

Trade with other EEC members

Hugh Dykes (Harrow East) asked the Secretary of State for Trade what figure he estimated for the trade deficit with other EEC member states in the second half of 1977 compared with the first half and the first and second halves of 1976.

Mr Meacher replied that in the four half-year periods, beginning with the first half of 1976, our crude trade deficits with the rest of the EEC had been £1,041 million, £1,100 million, £1,017 million and £985 million, respectively.

International trade

Tim Renton (Mid-Sussex) asked the Secretary of State for Trade whether he was satisfied with the government's progress in promoting free and fair international trade; and Terence L. Higgins (Worthing) asked whether he was satisfied with progress in the present round of multilateral trade negotiations.

Mr Dell said that the government's policy was to work for the maintenance of the open world trading system, though one adapted to the realities of the present economic situation. The success of the multilateral trade negotiations was a central element in this policy, and he was glad to say that the major participants had agreed to enter the substantive phase of the negotiations on the basis of a number of working hypotheses relating to the various matters at issue. He hoped that it would now be possible to draw the negotiations to an early and positive conclusion.

Balance of payments

Sir John Langford-Holt (Shrewsbury) asked what was the balance of payments figure for 1977 excluding North Sea oil.

Mr Meacher said that in view of the uncertainty about what would have happened to the UK economy in the absence of North Sea oil, it was not possible to make other than a rough assessment of the impact on the visible trade balance. North Sea oil production in 1977 was valued at around £2 billion, and the effect on visible trade was likely to have been of this broad order of magnitude.

Feline skin imports

Peter Hardy (Rother Valley) asked what was the number of skins of wild felines imported during the first six months of 1976 and 1977 and to date in 1978.

Mr Meacher replied that the figures given in the overseas trade statistics for imports of wild feline skins for 1976 and 1977 were considerably inflated by the mistaken inclusion of several non-feline species. Fully corrected figures would be made available by HM Customs as soon as possible.

Protection of British shipping

David Hunt (Wirral) asked the Secretary of State for Trade what steps his department had taken to protect British shipping from the Russia maritime threat in the two years since the publication of the General Council of British Shipping's leaflet 'Red Ensign versus Red Flag'; and what progress he had made over this period.

Mr Clinton Davis said that in the last two years there had been two meetings with the Soviet maritime authorities at ministerial level, and some seven meetings at official level which had included representatives from the General Council of British Shipping. Some improvement in the UK share of the bilateral liner traffic had been obtained. But progress towards an accommodation on Soviet cross-trade activity had so far been disappointing.

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Comecon liners

David Hunt (Wirral) asked the Secretary of State for Trade what steps he was taking to monitor the increasing market share captured by Comecon liners of bilateral and cross trades and the consequent damage being caused to British shipping.

Mr Clinton Davis said that the Department of Trade was keeping a close watch on the development of carryings to and from the United Kingdom by east bloc vessels. It was less easy to obtain data on east bloc carryings in the cross-trades (although the department received regular and helpful reports from British shipowners). The government was pursuing the possibility of an improved statistical reporting system on an OECD-wide basis.

Industrial democracy

Michael Neubert (Havering, Romford) asked the Secretary of State for Trade when he now expected to complete his consultations prior to bringing forward proposals for an extension of industrial democracy.

Mr Dell recalled that the Prime Minister had announced at the meeting of the National Economic Development Council last week that he would be meeting both sides of industry to follow up the discussions that had already been held. The timing of our proposals would be influenced by the outcome of these further discussions but they would not be unduly delayed.

Company reports

Dennis Canavan (West Stirlingshire) asked the Secretary of State for Trade what representations he had received about the green paper on company reports, Command Paper 6888.

Mr Clinton Davis said that by 3 February his department had received written comments from 86 organisations and individuals, representing a wide range of interests.

Product liability

Andrew Bowden (Brighton, Kemptown) asked the Secretary of State for Trade when he expected to be able to announce a solution to the insurance problems on product liability of small firm's exports.

Mr Meacher replied that the problems reported to them concerned the US market. The UK insurance industry assured them that their cover was available for the US as elsewhere and was competitive with US rates, though rates were rising in both countries.

Insurance premiums

Peter Brooke (City of London and Westminster South) asked the Secretary of State for Trade under what statutory authority he had given directions to the Sun Alliance company requiring them to change the level of their premiums; Tony Durant (Reading North) asked under what statutory authority he had directed the adjustment of the level of insurance company premiums.

Mr Dell answered that he had not yet given any insurance company a statutory direction to adjust the level of their premiums.

Steel products dumping

Michael Marshall (Arundel) asked the Secretary of State for Trade what evaluation he had made of recent measures proposed by the government to prevent the dumping of steel products in the United Kingdom.

Mr Dell said that the measures approved by the council of ministers for the European Coal and Steel Community as a whole were being implemented by the commission. He was satisfied with the progress in the imposition of provisional anti-dumping duties and he was following carefully the commission's negotiations with the major supplying countries.

Duties on goods to Japan

Roger Sims (Bromley, Chislehurst) and Giles Shaw (Pudsey) asked the Secretary of State for Trade what further representations he proposed to make to the Japanese government concerning the level of import duties on United Kingdom products.

Mr Dell said that he took every opportunity of making representations to the Japanese government about barriers to imports including import duties. Negotiations on these matters were now taking place in the context of the multilateral trade negotiations.

Inflation accounting

Timothy Smith (Ashfield) asked what progress had been made towards implementation of the Sandilands Report on Inflation Accounting.

Mr Clinton Davis replied that the inflation accounting steering group, set up by the accounting standards committee with financial assistance from the government, was continuing its task of preparing a current cost accounting standard. Meanwhile, the committee had issued interim guidelines recommending that listed companies should include in their accounts a supplementary statement to show the effect of inflation on their results.

Anglo-Soviet credit agreement

Peter Blaker (Blackpool South) asked what proportion of the line of credit offered to the Union of Soviet Socialist Republics by the government in 1975 had now been taken up.

Mr Meacher replied that the total value of contracts placed under the Anglo-Soviet credit agreement was now £441 million. This represented approximately 46 per cent of the £950 million.

Long term credits

Frank Allaun (Salford East) asked the Secretary of State for Trade if he would consider long term credits on favourable terms to Vietnam for the purchase of agricultural machinery from Great Britain.

Mr Meacher said that ECGD was prepared to consider applications for cover for sales of agricultural machinery to Vietnam on normal commercial terms though they would always consider matching exceptional terms offered by other credit insurers.

Nationalisation of aircraft and shipbuilding industries

Hugh Dykes (Harrow East) asked the Secretary of State for Industry when he expected the process of paying compensation to the shareholders and the companies being acquired under the Shipbuilding and Aircraft Nationalisation Act to be completed; if he would explain further the formulae used by the official accountants in calculating total compensation payments in respect of companies and their subsidiaries being acquired under the act; if he would explain further the formulae used by the official accountants in calculating interim compensation payments in respect of companies and their subsidiaries being acquired under the act; and what information he had supplied to companies and their subsidiaries being acquired publicly under the act to explain the formulae used to calculate compensation to shareholders, including interim payments.

Mr Huckfield replied that the final payment of compensation in respect of each company would be made as quickly as possible after the amount had been determined, either by negotiation or if necessary by arbitration, in accordance with the provisions of the Aircraft and Shipbuilding Industries Act 1977. He had nothing to add to the explanation of the basis of the payments on account which the Minister of State gave in his answer of 25 January to Mr W. E. Garrett (Wallsend) (*Trade and Industry*, 3 February, p. 215) and which was notified to stockholders' representatives.

Selected assistance for Yorkshire and Humberside

Max Madden (Sowerby) asked what proportion of offers made under schemes of selective assistance to industry, in accordance with section 8 of the Industry Act 1972, were offered to companies in the Yorkshire and Humberside region at the latest available date.

Mr Williams answered that at 31 December 1977 the total amount of offers made under schemes of selective assistance to industry in accordance with section 8 of the Industry Act was £201,163,000 of which £52,704,000 (26.2 per cent) was offered to companies in Yorkshire and Humberside. For the three schemes which constituted the major proportion of the assistance so far offered, Yorkshire and Humberside had received offers of £24,109,000 out of a national total of £84,902,000 (28.4 per cent) for the accelerated projects scheme, £12,704,000 out of £17,226,000 (73.7 per cent) for the wool textile schemes stages 1 and 2 and £12,103,000 out of £54,664,000 (22.1 per cent) for the ferrous foundry scheme.

Fairey Co Ltd subsidiaries

Michael Grylls (North West Surrey) asked the Secretary of State for Industry if he would list, and give details of those subsidiary companies of the former Fairey Co Ltd, acquired by the National Enterprise Board from the receiver, and describe the activities of those subsidiaries.

Mr Huckfield gave the following information:

UK companies acquired by the board from the receiver for The Fairey Co Ltd:

Fairey Hydraulics Ltd, Heston, *Hydraulic power controls and filters for aircraft.*

Fairey Engineering Ltd, Stockport, *General and nuclear engineering.*

Fairey Nuclear Ltd, Heston, *Nuclear components and light engineering.*

Fairey Industrial Products Ltd, Heston, *Management company.*

Fairey Filtration Ltd, Heston, *Industrial filters.*

Fairey Winches Ltd, Tavistock, *Vehicle overdrives, winches and hubs.*

Jerguson Tress Gauge and Valve Co Ltd, Newcastle, *Liquid level indicators.*

The Tress Engineering Co Ltd, Newcastle, *Petrochemical valves.*

Fairey Marine Holdings Ltd, Hamble, *Management company.*

Fairey Marine (East Cowes) Ltd, East Cowes, *Ship and boat building.*

Fairey Exhibitions Ltd, Hamble, *Exhibition stand contractors.*

Fairey Marine Ltd, Hamble, *Boat building and repair.*

Fairey Yacht Harbours Ltd, Hamble, *Boat handling, berthing and storage.*

Fairey Surveys Ltd, Maidenhead, *Aerial and geophysical survey and mapping.*

Fairey Surveys (Scotland) Ltd, Livingston, *Aerial and geophysical survey and mapping.*

Fairey Developments Ltd, Heston, *Management company.*

Tuesday, 7 February

Export credit

William Shelton (Lambeth, Streatham) asked the Secretary of State for Trade which companies had been affected by directions from his department in the field of export credit insurance.

Mr Dell said that it was not in the nature of the operations of the Export Credits Guarantee Department to give directions to companies. The department provided guarantees, or declined to provide guarantee, after full consideration of the merits of individual cases.

Coal exports to EEC states

Dennis Skinner (Bolsover) asked for a list of exports of coal to individual EEC countries for 1975, 1976 and 1977.

Mr Meacher gave the following information:

Thousand tonnes

	1975	1976	1977
France	735	460	813
Belgium-Luxembourg	420	263	134
Netherlands	222	150	184
Federal Republic of Germany	392	253	426
Italy	18	14	5
Irish Republic	179	94	165
Denmark	5	5	85

PO financial targets

Michael Marshall (Arundel) asked the Secretary of State for Industry why no financial targets of any kind had been set for the Post Office's postal and telecommunications business since 1974.

Mr Huckfield replied that no useful purpose would have been served by fixing a financial target for the postal business during the period when it was having to overcome the large financial deficits caused by the price restraint policies of previous years. However, now that the business had been re-established on a sound economic basis, discussions were in hand with a view to setting a new financial target. He expected that an announcement would be made in the near future.

Michael Marshall (Arundel) also asked why interest costs were still excluded from the Post Office's present target rate of returns on the telecommunications business of 6 per cent on net assets; and if he would further define 'historical and supplementary depreciation'.

Mr Huckfield replied that the financial target for Post Office telecommunications was expressed as a rate of return on net assets before interest since this was a measure of how well the business had managed its resources,[1] irrespective of how those resources were financed. Historic and supplementary depreciation are defined on page 39 of the Post Office report and accounts for 1976-77.

Financial assistance

Robert Hicks (Bodmin) asked the Secretary of State for Industry what were, for each year since the implementation of the Industry Act 1972, the average amount of regional and selective financial assistance paid per head of population to each special development area, development area and intermediate area, and for the United Kingdom as a whole.

Mr Cryer gave the following information on assistance offered under sections 7 and 8 of the Industry Act 1972:

£ per head of population

	1972-73			1973-74			1974-75		
	SDA	DA	IA	SDA	DA	IA	SDA	DA	IA
England	—	—	—	—	—	—	—	—	—
Northern	0.5	0.3	—	4.6	1.6	—	2.7	2.4	—
North West	0.5	—	0.1	3.5	—	1.5	9.0	—	1.1
Yorks/Humb	—	—	0.1	—	0.1	1.8	—	—	2.6
South West	—	1.0	0.1	—	0.5	1.0	—	2.9	0.5
East Midlands	—	—	0.6	—	—	0.4	—	—	0.9
West Midlands	—	—	—	—	—	—	—	—	—
Scotland	1.1	0.3	0.8	2.3	2.5	0.2	5.5	4.6	0.2
Wales	1.3	0.3	—	2.7	6.7	1.7	9.9	1.9	2.8
Gt Britain	0.8	0.4	0.1	2.7	4.0	1.5	5.8	3.4	1.7

£ per head of population

	1975-76			1976-77			1977-78 (nine months)		
	SDA	DA	IA	SDA	DA	IA	SDA	DA	IA
England	—	—	—	—	—	—	—	—	—
Northern	3.5	1.4	—	9.6	5.8	—	7.1	5.6	—
North West	3.8	—	4.3	7.8	—	4.0	6.6	—	1.9
Yorks/Humb	—	0.2	4.7	—	0.3	6.4	—	2.2	2.4
South West	—	1.7	0.6	—	7.1	6.8	—	5.0	0.5
East Midlands	—	—	2.6	—	—	2.7	—	—	2.5
West Midlands	—	—	0.3	—	—	0.6	—	—	1.8
Scotland	3.8	5.9	—	6.9	6.2	—	2.6	2.7	0.4
Wales	12.4	5.9	4.4	10.7	1.7	1.7	3.8	1.7	2.0
Gt Britain	4.7	4.4	4.1	8.3	4.9	4.8	5.0	3.2	2.1

Code of conduct for firms in South Africa

Frank Hooley (Sheffield, Heeley) asked the Secretary of State for Trade if he would deny export credits for trade with South Africa to British firms who made no effort to comply with the EEC code of conduct for European firms in South Africa; if he would instruct government departments not to award government contracts to British firms conducting operations in South Africa which did not comply with the code; and if he would withdraw double taxation reliefs on South African earnings from British firms operating in South Africa which made no effort to comply with the code.

Mr Dell said that as with the previous code, he proposed to seek the voluntary co-operation of British companies in implementing the code of conduct adopted by the Nine and in publishing reports of their progress.

Frank Hooley (Sheffield, Heeley) also asked if the EEC code of conduct for European firms in South Africa would apply to the operations of all British firms in South Africa whether or not the parent firm had a majority or minority holding.

Mr Dell replied that the principles and policies set

Health and Safety Executive Publications

The 1974 Health and Safety at Work Act gave the Health and Safety Commission responsibility for keeping some 25 million people informed of guidelines and regulations for their health and safety in places of work. The Commission has undertaken progressively to revise, standardise and extend the existing regulations and recommended practices. HSC/HSE publications reflect the major programme of research, inspection and consultation which is in hand.

Priced publications are obtainable only from HMSO or through booksellers. Guidance Notes are not listed here but these are available from HMSO, price 30p each. Some general leaflets, advice and information are available free of charge from HSE Area Offices or by post from the General Enquiry Point, Baynards House, 1 Chepstow Place, London W2 4TF (Tel. 01-229 3456 ext 734).

Annual Reports

Health and Safety : Commission Report 1974–76 (£2) ISBN 011 883011 2
Health and Safety : Industry and Services 1975 (£2) ISBN 011 881112 6
Health and Safety : Mines and Quarries 1976 (£2) ISBN 011 883010 4
Health and Safety : Research 1976 (£1.75) ISBN 011 883012 0
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Industrial Air Pollution 1975 (£2) ISBN 011 88022 3
Mines and Quarries District Reports 1976 (£1.50 each)

Advisory Committee Reports and reports of special investigations etc.

The Flixborough Disaster (£2.50) ISBN 011 361075 0
The explosion at Laporte Industries Ltd April 1975 (£1.25) ISBN 011 880333 6
The explosion at Houghton Main Colliery *June 1975 (£1) ISBN 011 880328 X*
The explosion at Appleby-Frodingham steelworks, Scunthorpe. November 1975 (£4) *ISBN 011 88033 4*
The explosion at the Dow Chemical Factory, Kings Lynn. June 1976 (£1) *ISBN 011 883003 1*
A survey of respiratory disease in the Pottery Industry (35p) ISBN 011 880346 8
Success and failure in accident prevention (80p) ISBN 011 880330 1
Final Report of the Advisory Committee on *Falsework (£2) ISBN 011 880347 6*
First Report of the National Committee on steep seam working in British coal mines *(60p) ISBN 011 410248 1*
Advisory committee on Major Hazards : First Report (£1) ISBN 011 880884 2
Selected written evidence submitted to the Advisory Committee on Asbestos 1976/77 (£5) ISBN 011 883004 X
Asbestos Health Hazards and Precautions, Interim statement (10p) ISBN 011 881114 2
Safe Manriding in Mines Parts 1A and 1B *(£5) ISBN 011 880491 X*
Digest of Pneumoconiosis 1975 (£2) ISBN 011 882006 0
Some aspects of the safety of nuclear installations in Great Britain (Replies to questions submitted by the Secretary of State for *Energy to the Nuclear Installations* Inspectorate in October 1976) (£1) ISBN 011 8830015

Methods for the Detection of Toxic Substances in Air

1 Hydrogen Sulphide 1970 (011 881230 0) (62p)
2 Hydrogen Cyanide Vapour (with Stains Chart) (0 11 360140 9) (43p) Stains Chart only (36–9999) (17½p)
3 Sulphur Dioxide (0 11 881204 1) (62p) Stains Chart Only (0 11 881205 X) (30p)
4 Benzene: Toluene and Xylene; Stryene (0 11 880387 5) (38p)
5 Nitrous Fumes (0 11 880809 5) (62p)
6 Carbon Disulphide Vapour (0 11 881234 3) (35p)
8 Phosgene (0 11 881214 9) (62p)
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Health and Safety at Work Series booklets

3 Safety Devices for Hand and Foot Operated Presses (0 11 880862 1) (30p)
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6A *Safety in Construction Work: General* Site Safety Practice *(Reprinting)* (0 11 360120 4)
6B *Safety in Construction Work: Roofing* 1974 (0 11 880870 2) (16p)
6C Safety in Construction Work: Excavations *(0 11 360101 8) (Reprinting)*
6D Safety in Construction Work: Scaffolding (11 881452 4) (30p)
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11 Guarding of Hand-fed Platen Machines (0 11 880873 7) (18p)
12 Safety at Drop-Forging Hammers (0 11 880855 9) (18p)
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17 Improving the Foundry Environment 1974 (0 11 360849 7) (32p)
18 Industrial Dermatitis: Precautionary Measures (0 11 880877 X) *(Reprinting)*
20 *Drilling Machines: Guarding of Spindles* and Attachments 1974 (0 11 880865 6) (35p)
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23 Hours of Employment of Women and *Young Persons (0 11 880876 1) (25p)*
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50 Welding and Flame Cutting using Compressed Gases *(in prep.)*

* Health and Safety Commission leaflets

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HSC 2 The Act outlined
HSC 3 Advice to employers
HSC 4 Advice to the self-employed
HSC 5 Advice to employees
HSC 6 Employers' policy statements
HSC 7 Regulations, codes of practice guidance literature
HSC 8 Safety Committees guidance to employers whose employees are not members of recognised independent trade unions

* Health and Safety Executive leaflets

HSE 1 After Flixborough . . . 10 vital questions for industry
HSE 3 An introduction to the HSC and HSE
HSE 4 Short guide to the Employers' *Liability* (Compulsory Insurance) Act 1969
HSE 5 An introduction to the Employment *Medical Advisory Service*

* Agricultural Safety leaflets

AS1 A short guide to the 1974 Act
AS2 Tractor safety cabs
AS3 Bulls
AS4 Mushroom worker's lung *(in prep.)*
AS5 Farmer's lung *(in prep.)*
AS6 Crop spraying
AS7 Guns *(in prep.)*
AS8 Noise
AS10 Children
AS21 First aid in agriculture

* EMAS leaflets

MS(A)1 Lead and you
MS(A)3 Asbestos and you
MS(A)4 Study of asbestos workers
MS(A)5 The health of workers engaged in antimony oxide
MS(A)6 Vinyl chloride and you
MS(B)1 Ulceration of the skin and inside the nose caused by chrome
MS(B)3 Anthrax
MS(B)4 Effects on the skin of pitch and tar
MS(B)5 Skin cancer caused by oil
MS(B)6 Occupational industrial dermatitis
MS(B)7 Poisoning by pesticides

* *Free of charge*

out in the code were relevant to all companies which have direct interests in South Africa and which were employers of black Africans. He recognised however that British companies which did not have a majority share holding in their South African affiliates might not be able to obtain the detailed information to enable them to meet the full reporting requirements.

Action in support of pay policy

John MacGregor (South Norfolk) asked the Secretary of State for Trade what were the names of the companies that his department had caused to be placed on the government's black list.

Mr Dell said that a decision as to whether a firm should be subject to discretionary action in support of pay policy was one for ministers collectively.

Sun Alliance premiums

Peter Hordern (Horsham and Crawley) asked the Secretary of State for Trade what were the grounds on which he has told the Sun Alliance and London Insurance Company to reduce their premiums; and what offences the company had committed.

Mr Dell said that because of their breach of the government's pay guidelines, he had requested Sun Alliance to reduce their premiums. To his knowledge, the company had committed no criminal offence.

World shipping

Carol Mather (Esther) asked for figures to show Great Britain's place in the world merchant shipping fleet in terms of tonnage, displacement and numbers.

Mr Clinton Davis gave the following information:

	Gross registered tonnage ('000)
Liberia	79 983
Japan	40 036
United Kingdom	31 646
Greece	29 517
Norway	27 801
USSR	21 438
Panama	19 458
USA	15 300
France	11 614
Italy	11 111

	Deadweight tonnage ('000)
Liberia	155 951
Japan	65 870
United Kingdom	51 722
Greece	49 323
Norway	49 193
Panama	31 593
USSR	23 042
USA	22 135
France	20 052
Italy	17 733

	Number of vessels
Japan	9542
USSR	8167
USA	4740
United Kingdom	3432
Greece	3344
Panama	3267
Norway	2738
Spain	2726
Liberia	2617
Federal Republic of Germany	1975

Source: Statistical Tables of Lloyd's Register of Shipping 1977.

Financial aid to industry

Robert Hicks (Bodmin) asked what was the total amount of grant aid and loans made to industry in the south west development area, south west assisted area, and the United Kingdom for each year since the implementation of the Industry Act 1972.

Mr Cryer said that assistance had been made available under the Industry Act 1972 as follows:

	1972/73	1973/74	1974/75	1975/76	1976/77	1977-78 (to 31.12.77)
SW development area						
Payments of regional development grants	0.1	2.0	4.4	4.2	4.7	4.5
Section 7 Offers of regional selective assistance						
Loans	0.5	0.2	1.3	0.4	2.9	1.5
Grants	0.1	0.1	0.1	0.4	0.6	0.7
Section 8 Offers of selective financial assistance						
Loans	—	—	—	—	—	—
Grants	—	—	—	—	0.1	0.3
Assistance to shipbuilding industry						
Grants	0.4	0.5	0.2	0.1	—	—
Total	1.1	2.8	6.0	5.1	8.3	7.0
SW assisted area[1]						
Payments of regional development grants	0.1	2.2	5.0	4.7	5.2	4.6
Section 7 Offers of regional selective assistance						
Loans	0.5	0.3	1.3	0.4	3.0	1.5
Grants	0.1	0.3	0.2	0.6	1.4	0.9
Section 8 Offers of selective financial assistance						
Loans	—	—	—	—	—	—
Grants	—	—	—	—	1.6	0.3
Assistance of shipbuilding industry						
Grants	0.4	0.5	0.2	0.1	—	—
Total	1.1	3.3	6.7	5.8	11.2	7.3
United Kingdom (excluding Northern Ireland)						
Payments of regional development grants	8.0	107.2	212.7	324.9	407.8	190.6
Section 7 Offers of regional selective assistance						
Loans	8.3	29.5	36.4	28.1	18.7	8.1
Grants	1.2	28.8	36.4	43.7	69.9	46.1
Section 8 Offers of selective financial assistance						
Loans	—	—	—	4.9	0.8	—
Grants	—	0.1	7.7	31.3	102.8	49.8
Assistance to shipbuilding industry						
Grants	12.0	18.0	12.0	4.2	1.0	0.4
Total	29.5	183.6	183.6	437.1	601.0	295.0

[1] The figures for the south west assisted area, of course, include those for the south west development area.

These statistics exclude the special assistance to the shipbuilding industry under section 7 and other exceptional assistance under section 8 details of which are given in the annual reports on the Industry Act 1972.

Wednesday, 8 February

Air freighting of plutonium

Doug Hoyle (Nelson and Colne) asked how many flights of aircraft carrying plutonium had taken place within the last six months from Carlisle airport; what were their destinations; what was the size and composition of the pellets packed in the containers carried; how many pellets were placed in each container; how many containers were carried in each aircraft; and what estimate had been made of the dangers from inhalation of the pellets if they become crushed.

Mr Clinton Davis said that there had been five such flights, four carrying fuel assemblies for the prototype fast reactor at Dounreay and one carrying plutonium oxide for delivery overseas. It was not in the public interest that the details of consignments of special nuclear materials should be published, but the precautions taken were such that any risk of harmful exposure to plutonium in the event of an aircraft crash was extremely small.

Trade with Irish Republic

Max Madden (Sowerby) asked the Secretary of State for Trade what were the balances of trade between the United Kingdom and the Republic of Ireland and Denmark for the latest year for which figures were available; what were the balances for textiles, clothing and footwear; and if he would give the comparable figures for each year since 1970.

Mr Meacher gave the following figures for the crude balance (exports valued fob minus imports valued cif):

Irish Republic — £ million

	1970	1971	1972	1973	1974
Total	+38.9	−6.3	+23.6	+97.9	+23.0
Textile clothing[1]	−7.40	−8.11	−7.40	−8.29	−11.96
Textiles[2]	+7.85	+6.12	+3.11	+0.04	−4.00
Footwear	−0.88	−0.22	+0.77	+2.58	+4.00

£ million

	1975	1976	1977	Jan-Nov 1977
Total	−6.7	+251.2	+357.7	+311.3
Textile clothing[1]	−7.39	+3.29	NA[3]	+11.46
Textiles[2]	−5.51	−6.94	NA[3]	−16.38
Footwear	+5.08	+9.72	NA[3]	+9.72

Denmark — £ million

	1970	1971	1972	1973	1974
Total	−54.9	−69.5	−109.9	−148.0	−145.9
Textile clothing[1]	+1.69	+0.57	+0.32	+0.80	+3.64
Textiles[2]	+15.85	+14.98	+15.44	+23.19	+19.35
Footwear	+2.07	+1.99	+1.89	+2.18	+2.55

£ million

	1975	1976	1977	Jan-Nov 1977
Total	−176.6	−48.5	−14.4	−15.0
Textile clothing[1]	+4.46	+11.93	NA[3]	+20.52
Textiles[2]	+16.88	+31.36	NA[3]	+29.36
Footwear	+2.68	+3.52	NA[3]	+3.97

[1] Excluding elastic or rubberised articles. [2] Textile yarn, fabrics, made up articles and related products (other than textile clothing). [3] Not available.

Estate agents

George Grant (Morpeth) asked the Secretary of State for Prices and Consumer Protection if he would consider changes to legislation on property sales, to seek to restrict the activities of estate agents so that: (a) once an offer has been accepted by the vendor, the property was withdrawn from the market; (b) when a contract was sent out, no more offers be considered till it was cleared and (c) a reasonable time be given to a prospective purchaser, whose offer has been accepted, in which to make pre-contract inquiries, have mortgage arrangements finalised, and have the property surveyed.

Mr Fraser answered that he would not consider changes. The freedom to withdraw prior to contract in these circumstances was equally available to buyer and seller and could have advantages for both. The Law Commission in its 1975 report found that this system served its purpose well in the vast majority of cases and he was not convinced that changes in the law designed to deal with such matters might not create more problems than they solved.

Rise in hire purchase limit

Greville Janner (Leicester West) asked the Secretary of State for Prices and Consumer Protection when he would raise the upper limit in the hire purchase acts.

Mr Fraser said that he had today laid before parliament a draft order in council to raise the limit from £2,000 to £5,000. If approved by each House of Parliament, the order would come into operation on 1 June 1978. The order would apply only to Great Britain. The Secretary of State for Northern Ireland would make a similar order, subject to negative resolution, under the Hire-Purchase Act (Northern Ireland) 1966.

Imports of reptile skins from France and the USSR

Weight of skins and leather actually imported kg					No of licences issued for import of skins			
	France		USSR		France		USSR	
	1976	January to November 1977	1976	January to November 1977	1976	1977	1976	1977
Raw Skins, Not split	25	—	—	—	10	10	1	—
Tanned leather (not further prepared,	—	455	—	—	—	—	—	—

Source: UK Overseas Trade Statistics and Department of the Enviroment.
Split reptile skins are not separately distinguished in the records of actual trade in the Overseas Trade Statistics.
Figures for imports of reptile leather, tanned but not further prepared, are given in the table, but not for other forms of reptile leather.
Used import licences returned to date indicate that one skin was imported from France in 1976 and 42 in 1977, but none from the USSR in either year.
Import licences for reptile skins may be expressed in terms of number, length or area.
Statistics derived from returned import licences relate to the year in which the importation took place, and for 1977 include only information on licences returned to date.

Imports of reptile skins

Peter Hardy (Rother Valley) asked the Secretary of State for Trade what was the volume of reptile skins imported from France and from the Union of Soviet Socialist Republic and the number of licences issued by the Department of the Environment for such imports in 1976 and in 1977.

Mr Dell gave the information above:

Thursday, 9 February

Public bodies

Peter Morrison (City of Chester) asked the Secretary of State for Industry how many new public national governmental organisations had been created and for which he was responsible since the government assumed office; and how many paid situations there were within them.

Mr Huckfield gave the following information:

Public bodies (of a national character) created:

	no of salaried board appointments
British Aerospace	11
British Shipbuilders	9 [1]
Clothing Industry Scheme Advisory Board	—
Committee of Inquiry into the Engineering Profession	—
Electronics Components Instrumentation & Automation Industry Support Schemes Advisory Board	—
Garment and Allied Industries Requirements Board	—
Iron and Steel Employees' Readaptation Benefits Scheme Advisory Committee	—
Manufacturing Advisory Scheme Steering Committee	—
Manufacturing Machinery Advisory Committee	—
National Committee on Computer Networks	—
National Enterprise Board	10 [2]
National Maritime Institute Board	—
Non-Ferrous Foundry Scheme Advisory Committee	—
Waste Management Advisory Council	—

[1] Includes one member who does not draw a salary.
[2] Includes two members who do not draw salaries.

EEC–Japan trade negotiations

Giles Shaw (Pudsey) asked the Secretary of State for Trade if he was satisfied with the outcome of the recent negotiations between the EEC and Japan prior to the general agreement on tariffs and trade.

With reference to his answer on 1 February (see *Trade and Industry*, 10 February, p 280), Mr Meacher said that the first sentence of his answer should have read that the government welcomed the Japanese intention to reduce a wide range of their tariffs in advance of the multilateral trade negotiations (MTNs) although this had not come about as a result of formal negotiations between the EEC and Japan.

Net investment in industry

David Knox (Leek) asked the Secretary of State for Industry if he would publish a table showing net investment in manufacturing industry for each year since 1945 in terms of both current prices and revalued at 1970 prices.

Mr Huckfield said that figures were only available from 1948. They related to gross domestic fixed capital formation in manufacturing industry less capital consumption.

Net domestic fixed capital formation in manufacturing

£ million

	Current prices	Constant 1970 prices
1948	132	300
1949	173	382
1950	288	487
1951	266	529
1952	262	467
1953	242	423
1954	266	461
1955	332	540
1956	444	686
1957	499	736
1958	446	640
1959	388	556
1960	518	728
1961	698	959
1962	591	789
1963	437	562
1964	563	708
1965	692	836
1966	727	844
1967	658	770
1968	700	793
1969	901	982
1970	1040	1040
1971	944	859
1972	671	570
1973	729	552
1974	1244	791
1975	959	474
1976	855	365

Source: Central Statistical Office (figures for 1966-76 from National Income and Expenditure 1966-76).

Postal charges

Arthur Lewis (Newhan North West) asked the Secretary of State for Industry in view of the fact that the Post Office was again to raise its postal charges by ½ penny per letter in order to raise a further £50 million per annum, and in view of its profits, the fall in the inflationary spiral and the need to help prices down, he would take steps to stop these increases; and to what extent such increases would raise the cost of living.

Mr Huckfield replied that no such proposition had been made by the Post Office.

Motor vehicle exports

Tom Litterick (Birmingham, Selly Oak) asked what was the total value of United Kingdom motor vehicle and vehicle component exports as a proportion of total exports during the last 12 months for which this information was available, and what was the figure for the corresponding period in 1976.

Mr Meacher gave the figures 8.1 per cent and 8.5 per cent by value in 1977 and 1976 respectively. (Note: Motor vehicle components are not in all cases separately identified in the Overseas Trade Statistics and these figures therefore included an element of estimation.)

North Sea oil strategy

T. H. H. Skeet (Bedford) asked whether it was part of the government's industrial strategy to sell North Sea oil to facilitate British exports to particular markets abroad; and to what extent barter arrangements were contemplated.

Mr Dell replied that it was not generally government policy to promote exports by linking the sale of one product to the sale of another.

Trade with Uganda

Arthur Lewis (Newham North West) asked what was the government's policy with regard to trade with Uganda in the light of the export of 3000 Friesian cattle from Great Britain to Entebbe.

Mr Meacher said that arms and ammunition may not be exported to Uganda. As the Minister of State for Foreign and Commonwealth Affairs had told the House on 25 January, it would be a very serious course to embark on full scale trade sanctions, and no special restrictions were placed on civil trade with Uganda.

Common fund for commodities

Frank Hooley (Sheffield, Heeley) asked whether the government intended to follow the example of the government of the Netherlands and pledge an initial contribution of 25 million dollars to a common fund for commodities.

Mr Meacher replied that as proposed by the developed countries collectively at the outset of the second session of the common fund conference, the fund's buffer stocking facility should in the government's view be based on cash deposits from countries as members of international commodity agreements, and on market borrowing, rather than on direct contributions from the fund's own member governments.

Sun Alliance

Arthur Lewis (Newham North West) asked why the government had refused to sanction the Sun Alliance new wage agreement on the grounds, in part, that they were introducing a non-contributory pension scheme; and how this was contrary to the government's 10 per cent guideline, in view of the non-contributory pension schemes for the Civil Service.

Mr Dell told him that Sun Alliance's recent pay agreement provided for a total increase in earnings of 13 per cent, 3 per cent of which represented a waiver of contributions to a pension scheme. It was this change from a contributory to a non-contributory scheme that, in the government's view, took the settlement beyond the pay guidelines. The government had no objection to non-contributory pension schemes as such, many of which had existed for years in both the public and private sectors.

Friday, 10 February

Micro-circuit industry scheme

Michael Grylls (North West Surrey) asked the Secretary of State for Industry if he would give details of the industry scheme for the micro-circuit industry; how much financial assistance would be given for the years 1977 to 78 and 1978 to 79; and what was his strategy for the industry.

Mr Bob Cryer said that the department assists the micro-electronics industry through more than one of its support schemes. A £10 million support scheme, ending March 1979, assisted UK micro-electronic manufacturers and was likely to reach £2.5 million in both 1977-78 and 1978-79. A £20 million electronic components industry scheme announced in January 1977 would assist companies in the industry, depending on receipt of suitable projects. In addition, a new support programme was being considered by, and discussed with the industry and the electronic components sector working party and he hoped to make an announcement about the programme in the next few months. It was essential that the UK equipment industry had access to the rapidly developing micro-electronics technology and it was his aim to ensure that the UK micro-electronics industry was able to provide it. Working from that base, the micro-electronics industry must also be encouraged to exploit world markets.

Surveillance scheme for skateboards

Ken Weetch (Ipswich) asked the Secretary of State for Prices and Consumer Protection if he would extend the accident surveillance scheme to cover skateboard accidents.

Mr Fraser said that arrangements had been made with the hospitals participating in the home accident surveillance system for information on skateboard accidents to be collected for a period of six months from 1 February 1978.

Overseas trade news

Minister calls for urgency at international shipping conference

At the International Maritime Consultative Organisation conference on tanker safety and pollution protection, a compromise package has been reached between the leading countries, and the conference will go to full session later this week.

At the opening of the conference on 6 February Stanley Clinton Davis, Parliamentary Under-Secretary for Companies, Aviation and Shipping said that international agreement is the only effective way of saving seafarers' lives and preventing coastal pollution.

'We must eschew unilateralism – whatever its temptations – since by its very nature, it is that doctrine which would inevitably erode the international authority of Imco,' he said.

The two aims of delegates must be to achieve an agreement which was generally acceptable, to take effect as soon as possible. In addition to the specific proposals under consideration the conference would provide an opportunity to review the progress the international community had made on making ships safer and seas cleaner, he continued. Proposals before the conference had stimulated ideas for other forms of protection and for limiting pollution. The Marine Safety Corps was a new idea to assist in the implementation of conventions.

Over 100 UK firms at Cologne fairs

During one week in February the British Overseas Trade Board is supporting over 100 firms in the related fields of electrical appliances, housewares and hardware at three trade fairs in Cologne.

Growing British participation at these major events shows that British industry is trying to gain an even greater share of the European market. Many firms will be introducing products especially designed for western Europe and more specifically to meet the German customer's requirements.

Joint venture

A total of 41 British companies are taking part in two joint-venture groups at the international trade fair for large household apparatus and electrical appliances, Domotechnica, from 15 to 18 February. The groups are backed by BOTB in co-operation with the Association of Manufacturers of Domestic Electrical Appliances and the Birmingham Engineering and Building Centre. New British products on display will include safe-switching systems, an energy regulator specially designed for the ceramic hotplate market in continental Europe, an electronic thermostat which has been designed to work with fan-blown storage heaters and an infrared grill claimed to save 60 per cent in terms of electricity used.

The board is supporting 38 companies at the International Housewares Fair, from 16 to 19 February, in conjunction with the Hardware Manufacturers' Association. New products exhibited for the first time include a range of ceramic-type pot covers, flower-arrangement stands, hairbrushes claimed to enable the user to create an almost endless variety of styles, and a knife rack with twin magnetic tracks to hold kitchen knives.

Two BOTB-backed joint ventures – totalling 25 firms – have been arranged for the International Hardware Fair, from 19 to 21 February in co-operation with the Hardware Manufacturers' Association and the Federation of British Hand Tool Manufacturers. Among the new products to be promoted will be a two-speed bandsaw which is designed to cut a wide range of materials and should be of particular interest to the home hobbyist.

Talk-in on Japanese market organised

There will be a talk-in on the Japanese market organised jointly by the London Chamber of Commerce and Industry and the Exports to Japan Unit of the British Overseas Trade Board, on 8 March at the London chamber in Cannon Street.

Mr T. Kato, Japanese ambassador, will give the first talk on opportunities for the British exporter in Japan, followed by Mr J. F. Cotton of Cadbury Schweppes Ltd, who will present a case study of the setting up of the joint-venture company in Japan, Kanebo Cadbury Ltd.

Mr E. J. Field, head of the Exports to Japan Unit, will speak on the marketing of capital goods. The speakers will then be joined by other British and Japanese business representatives in a general discussion and question session. Mr D. Gorton, chairman of the Japan section, London Chamber of Commerce and Industry, manager of Barclays Bank International Ltd, and a member of the BOTB's Japan trade advisory group, will chair the meeting.

For further details, contact either Diane Wright, London Chamber of Commerce, 69 Cannon Street, London EC4, tel. 01-248 4444 ext. 306/336, or Caroline Coates, Exports to Japan Unit, Hillgate House, Room 606, 26 Old Bailey, London EC4M 7HU, tel. 01-248 5757 ext. 7162.

Britain will be the biggest overseas exhibitor at Frankfurt fair

Britain will again be the biggest exhibitor, except for Germany the host country, at the sixtieth Frankfurt international fair from 26 February to 3 March. The largest ever British contingent of 167 companies – compared with 149 in 1977 – will exhibit in eight joint ventures sponsored by the British Overseas Trade Board.

The British stands will cover a total of 3,500 m^2 and nearly one-third of this area will be taken up by 75 companies exhibiting musical instruments and associated equipment. The piano played by Chopin at his last concert in Britain in 1848 will be one of the highlights of this display.

Other musical exhibits featuring new developments will include amplifiers, a keyboard mixer-amplifier incorporating a 4-channel mixer with its own power stage, a professional stereo power amplifier, recorders and grand and upright pianos. There will also be organ speaker cabinets, woodwind instruments, drums, guitars, instrument cases, discotheque sound equipment, stage lighting equipment, loudspeakers, and music publications.

The British jewellery and giftware group of 22 firms will display fashion jewellery, watches, brush sets, desk accessories, handmade glass and earthenware and contemporary and reproduction silver-plated ware including tankards based on a 14th century design. Another group of 15 manufacturers will exhibit silver-plated and stainless steel table and kitchen ware, oven-to-table stoneware, anodised tea trolleys and pottery.

Children's goods

The range of British made office equipment will include new trimmers for use on both paper and film, and a new filing system for storing microfilms and microfilm jackets. For children, there will be new painting pastels and a range of brightly decorated paper table ware designed particularly for children's parties.

Collaborating with the British Overseas Trade Board in arranging the participation of 167 companies are eight trade and manufacturing organisations: the Design Council, the British Artmetal Manufacturers Export Group, the Piano Manufacturers Association Ltd, the Association of Musical Instruments Industries, the UK Cutlery and Silverware Association, the British Jewellery and Giftware Federation, the British Stationery and Office Products Federation and the British Ceramic Manufacturers Federation.

Seminar on recycling of high polymer wastes

At the invitation of the German Democratic Republic a seminar on the 'Recycling of High Polymer Wastes' will be held in Dresden from 18 to 23 September 1978 under the auspices of the chemical industry committee of the Economic Commission for Europe.

The seminar will be divided into three sections: Modern technological processes of recycling; economic aspects of recycling; recycling of polymer wastes and the environment.

Introductory background papers presented by the German Democratic Republic and the secretariat of the Economic Commission for Europe will be followed by a wide range of papers by the member countries of the ECE.

The programme will include a visit to VEB Chemiefaserwerk, Guben, production of polyethylene terephthalate and synthetic fibres, and to places of interest in Dresden and Meissen.

Delegates to the seminar have to be nominated by the Department of Industry which has to submit registrations to the organisers as soon as possible. Interested individuals or companies are invited to get in touch with the Department of Industry, Room 507, Dean Bradley House, 52 Horseferry Road, London, SW1P 2AG, tel. 01-212 0383, at the earliest possible opportunity.

James Neill wins Export Year competition

James Neill, the Sheffield-based hand tool manufacturer, has been declared the outright winner in a competition to find the company which has made the most significant contribution to Export Year in south Yorkshire.

The selection was made by a panel of judges from the south Yorkshire Export Year coordinating committee, assisted by Export Year adviser Roy Earnshaw. The company received a silver plaque designed and donated by Viners Ltd. In addition, there is a British Airways holiday to the value of £200 specifically for a representative from the shopfloor.

With the agreement of the organisers James Neill has added £100 to the £200 prize to provide an award for each of its three qualifying companies, James Neill (Napier Street) Ltd, Moore and Wright (Sheffield) Ltd and James Neill (Sheffield) Ltd. Individual winners were chosen by ballot.

Catherwood: 1978 a tough year for industry

Sir Fred Catherwood, chairman of the British Overseas Trade Board, said on 10 February that 1978 was going to be a tough year for industry because world trade seemed to be on a plateau. He was speaking at J. C. Bamford Excavators Ltd, the Rocester, Staffordshire manufacturer of earthmoving machinery.

The answer, according to Sir Fred, is to increase exports. Sir Fred was visiting JCB, which has launched its own 1978 Export Year.

After touring the JCB factory and meeting some of the 1600 employees, Sir Fred heard from JCB chief executive Gilbert Johnston that the company achieved record turnover of £84 million in 1977 with 63 per cent being export business, and also that in 1978 JCB Export Year the company is going for a £105 million turnover with a major attack on the United States market in excavator loaders.

Sir Fred told a representative audience of employees that British industry's success in 1977 had stiffened the pound and done the country a lot of good, making imports cheaper and the country more prosperous generally.

Sir Fred said that in 1977 British exports had been moving up generally in both value and volume, and the figures showed that industry had pulled out all the stops on exports. The firmer pound was not due solely to North Sea oil. He made a plea for British industry to show the country what it is capable of.

Major US sales drive from Welsh craft producers

Nineteen Welsh craft companies are to participate in a pilot project for marketing Welsh craft products instigated by the Development Corporation for Wales, the Wales Trade Centre, Los Angeles and the Wales' Craft Council, being launched on 1 March in Santa Monica, California.

A selection of products from each company is being consolidated and despatched by air freight in a special-purpose container to the Tudor House British Centre, a British gift shop in Los Angeles. The goods will then be subjected to price, quality and public acceptability assessment before bulk orders are placed for those products considered most suitable for retailing to the Californian market.

The scheme is designed to provide an organised marketing approach for Welsh companies to penetrate Californian retail outlets by offering a selection of craft products in sufficient quantity to allow both selection and adequate stocking.

The venture is designed to create valuable export opportunities for the Welsh craft industry in general and in particular those companies which do not have sufficient resources to market individually their products in the United States. By using a special-purpose container the individual cost to each participating company will be considerably lower and the formalities of packing and shipping will be undertaken by Cardiff based forwarding agents John Cory (Shipping) Ltd. The container will be collapsed and returned to Wales for re-stocking and re-shipment.

UK's 'unprecedented chance' to sell to US

UK companies have an unprecedented chance to enter the United States defence market, Percy Norris, consul (commercial), Philadelphia, told representatives of over 170 British companies on 7 February.

He was speaking at a London seminar, 'Selling to the US military', organised by the British Overseas Trade Board's north American advisory group and the Defence Manufacturers Association.

The new opportunities for Britain in the United States market are a result of the memorandum of understanding between Britain and the United States, together with a co-operation arrangement on defence procurement.

Also speaking at the seminar, Major General Olenchuk, formerly director of materials acquisition United States army, said that with over 40 000 buyers in about 100 major buying offices spending $45 billion annually, the Department of Defense was the largest and most varied purchasing organisation in the United States. It contracted not only for equipment and supplies but also for research, engineering and support services, with items ranging from spectacles to combat helmets, tanks to aircraft, radios to computers, bullets to missiles, plus a wide assortment of supporting parts and components.

Aid of £2m for Malawi 34-mile road project

Minister for Overseas Development, Judith Hart, has approved the allocation of £2 million towards the cost of reconstructing, to bitumen standard, a 34-mile stretch of road along the western shore of Lake Malawi, over the next two years.

It was agreed in aid talks with the Malawi government in 1967 that UK aid funds would be used for the construction or improvement of 180 miles of the Lakeshore Road between Benga and Mzuzu. Since then the upgrading of 169 miles of road has been, or will shortly be, completed.

The new project will reconstruct parts of the road, previously sand-sealed, to bitumen standard for use by heavy road traffic between Nkhotakota and Dwangwa.

Malawi will contribute 10 per cent of the cost of the project as is standard on aid projects to that country.

Sweden seminar organised by London chamber

Business opportunities in Sweden is the subject of a half-day seminar to be held by the London Chamber of Commerce and Industry next month.

It will take place on 2 March at 9.45 am at the chamber's Cannon Street, London, address. Three case studies will be examined and discussed in depth – industrial goods, consumer goods and retailing. The seminar will also look at opportunities in Gothenburg.

A Swedish manufacturer will give the purchaser's point of view and a Swedish agent will talk about his experiences with British principals. There will also be questions and discussion with a panel of experts including the Swedish trade commissioner and representatives from the British Overseas Trade Board, Export Credits Guarantee Department and Nordic Bank.

For further details, contact Anita Russell, tel. 01-248 4444.

Awards presented at exhibition conference

All sides of the British exhibition industry during the last 12 months have been looking at developments and problems, finding answers to them and seeking ways of increasing the use of exhibitions by British industry in comparison with other sales media, and enhancing the image of British exhibitions to overseas buyers and exhibitors.

The initiative which arose from the seminar last February organised by the British Overseas Trade Board/British Tourist Authority, on promoting British exhibitions overseas, led to the setting up of the exhibition industry working party under BOTB chairmanship which proposed last December the foundation of a new promotional body to represent the whole industry. The momentum has been given further strength by the first ever industry organised conference and exhibition about the exhibition industry. Held at the Wembley Conference Centre from 8 to 10 February, it was organised by John Shearsmith's company Network and attracted delegates from all parts of the industry to hear a series of stimulating and thought provoking papers on a wide range of specialised subjects.

Associated with 'Exhibition 78' was the making of awards for the first time for excellence. Judging was carried out by the organisers of the event, with independent assessors to ensure objectivity, and there were four awards: Best exhibition stand of 1977, Best graphic display of 1977, both won by the Central Office of Information exhibitions division, best outdoor exhibition of 1977, won by Barsby Prince, and best exhibition audio visual presentation of 1977, won by Rolls Royce Ltd.

The awards were presented by Ken Green, deputy director of fairs and promotions branch and chairman of the exhibition industry working party.

John Shearsmith (left) director of Network, and Ken Green, deputy director fairs and promotions branch at the awards ceremony.

UK spent £514m on overseas aid in 1976

Britain's gross public expenditure on overseas aid in 1976 was £514 million. Net of repayments by developing countries on past loans the figure was £476 million. The £514 million comprised £376 million bilateral (country-to-country) flows to some 120 countries and £137 million multilateral flows given through international agencies such as the International Development Association of the World Bank, the United Nations development programme and the development fund of the European community. The greatest part of Britain's gross bilateral flows still go to commonwealth countries, which in 1976 received more than 80 per cent of the total.

The figures are given in 'British Aid Statistics 1972 to 1976' (HMSO, £6.25), issued on 7 February, by the Ministry of Overseas Development. Statistics include the amount of aid given by Britain in the form of financial flows and technical co-operation to each of the receiving countries.

Britain has accepted in principle a target of 0.7 per cent of GNP for official development assistance and reported a total of £462 million official development assistance for 1976, which represented 0.38 per cent of GNP at market prices, compared with 0.37 per cent in 1975.

Of Britain's £376 million gross bilateral flows in 1976, £278 million, or 74 per cent went to commonwealth countries, most going to Asia (£157 million) and Africa (£106 million). Of the balance 15 per cent went to non-commonwealth countries and 11 per cent on expenditure for the benefit of both commonwealth and non-commonwealth countries. India was by far the largest single recipient with disbursements in 1976 amounting to to £109 million, or 29 per cent of the total. The bilateral flows were made up of £131 million project aid, £118 million programme aid and £127 million technical co-operation.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1662: Imports of textiles from the Republic of Korea

Notice to importers 1656, *Trade and Industry*, 3 February 1978, stated that the Korean authorities had taken over administration of certain of the quotas established under the EEC/Korean Textile Agreement, and that a further announcement would be made when export-administration was to begin on the remaining categories.

After discussion between the EEC commission and the Korean authorities, it has been agreed that full export-administration on all categories subject to quota will start with effect from 20 February 1978. All applications for import licences for restricted Korean textiles should therefore in future be accompanied by a valid 1978 export quota certificate.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 311.

1663: Imports of Textiles from Romania

Notice to importers 1658, *Trade and Industry*, 3 February 1978, stated that the Romanian authorities had begun to administer the quotas established under the EEC/Romanian Textile Agreement.

Pending the outcome of discussions between the EEC commission and Romania on the early ending of the transitional arrangements, the interim quota limits referred to in notice to importers 1649, *Trade and Industry*, 6 January 1978, will continue to be observed by Import Licensing Branch. Import licences, which will be issued against applications accompanied by a valid export certificate, will therefore only be issued up to the previously agreed percentages of the annual quota, until further notice.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 276.

1664: Textiles – certain interim quotas exhausted

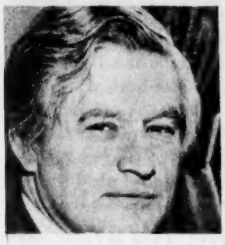
Further to notice to importers 1649, *Trade and Industry*, 6 January 1978, Import Licensing Branch has now issued import licences up to the limits authorised under the transitional measures, for the following goods from the countries specified:

Category	Tariff heading	Description of goods	Country
1	55.05	Cotton yarn, not put up for retail sale	Brazil
2	55.09	Other woven fabrics of cotton	Peru
2A	55.09	Other than unbleached or bleached	Romania
3	ex 56.07	Woven fabrics of synthetic textile fibres (discontinuous or waste)	Malaysia
5	ex 60.05	Jerseys, pullovers, slip-overs, twin-sets, cardigans, bed-jackets and jumpers	Romania
7	ex 61.01	Men's and boy's jackets and blazers	Romania

No further import licences will be issued for these goods from the countries shown until such time as the relevant exporting authorities take over administration of their respective quotas.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

Japan must import, too



Edmund Dell, Secretary of State for Trade, talks to Brian Walden of 'Weekend World' about the problems and implications of Japan's worldwide trade surplus.[1]

Secretary of State, how serious is the problem of imports from Japan – has it got worse in the last year?

The problem is serious and certainly has got worse in the last year. Japan's surplus with us is now one of the largest of any foreign country with the United Kingdom, and of course is hitting particular industries in this country. But at least as important as the fact that they have this very large surplus with us, in bilateral trade, is the fact that they also have a very large surplus with the rest of the world taken as a whole, because what that means in practical terms is that they are depriving us of export opportunities elsewhere in the world. So it is not just the bilateral relationship that worries me, which is serious, but also this multilateral Japanese surplus which is one of the significant factors in the current world economic recession.

Presumably they could help us as a country if they imported more British goods. Are you satisfied that they are doing enough in this respect?

No, I think there are still various kinds of restrictions in Japan against imports. They are now not so much tariffs or formal barriers – to a considerable extent those have been removed, and of course they've just made a further gesture in that direction. The main problem is that they do not yet see the need to import more if they are going to maintain exports at anything like the present level. The whole attitude in the country is against importing; they don't import in many cases even where they can buy competitive goods more cheaply abroad than at home. The structure of the economy in many respects makes it more difficult to import, so the whole situation in Japan creates difficulties for those in this country who are now making very considerable efforts to export more to Japan. I'm sure more can be done.

Put like that you don't sound at all confident that they are going to import substantially more from us?

They will import more. But what I'm worried about is whether they'll import anything like enough to deal with the problem of the Japanese surplus, either bilaterally with us or with the rest of the world. In recent discussions with the United States and in this country, when Mr Ushiba came here to have discussions with us, they have given assurances about their intention to reduce their surplus, and to reduce it quite substantially over the next year or so. It is very comforting to know that the Japanese government at least now says that it is in Japan's interest to reduce the surplus, and if it is in their interest, I suppose one can entertain some hopes that it will happen. I must say, however, that I don't yet see any steps being taken by Japanese industry, or actual changes in attitudes to imports which suggest that it is going to happen. But at any rate, we have these assurances.

But we've had these assurances before but, possibly for the reason that you've just given that you can't get the government's thinking across to industry, they haven't worked. So why should we trust them this time?

I don't think it's a matter of trusting. It's a matter of seeing, I would suggest, over quite a short period of time. They have made commitments. Now, it is of advantage that the Japanese government says what it has said and I hope that this does influence industry in Japan. The point perhaps industry in Japan has not sufficiently taken on board is that time is running out. The increase in protectionist pressures all over the world, the increase in protectionist pressures in the United States, in this country, in Europe, is now reaching a point that if significant changes do not occur in Japan, steps will, I think be taken which will be very deleterious to their economy. Now if that message does at last get down to Japanese industry – not to the Japanese government, for I think they've already taken it on board – then there is the possibility of change. My worry is that, as yet, the message has not gone sufficiently deep.

You mention a short period of time. In your mind, and from the point of view of the British government, how short is short? How long are you prepared to wait before you do something?

The Japanese have told us that in the fiscal year 1978 the surplus will be down to $6 billion. They have told us that if it is not, if their estimates this year are wrong, as they unfortunately proved to be wrong last year, they will take exceptional measures. I think that at this stage I'd rather say:

OK, they've presented us with a target. They must understand the dangers of the situation, that the dangers are mounting and there is not much time. But I don't want to say that on such and such a date, certain things will be done. We are watching and we are watching very carefully.

Suppose, because of inadvertence, or because it proves to be impossible, or because they just won't, they don't get rid of this surplus, what are you going to do then?

I think that the international trading system, the trading system that we have created since the war and which I think has been of great advantage to the people of, at any rate the developed countries, will crumble further. It has already been crumbling. It will crumble further. Governments will be pressed by their peoples, by their industries, into taking action, specifically against Japanese products. After all, there are already certain countries in the world with which we trade on a balancing basis. We say to them we'll buy from you as much as you buy from us.

I don't want to see Japan put in that position. I don't want the world trading system to deteriorate to that extent because, as I say, it has brought considerable advantages to consumers. It is a better way of developing relations between peoples. But if we are forced to the point, I'm sure that's what's going to happen. Now, whether it happens by some dramatic action – as for example the sort of action that President Nixon took in August 1971 – or simply as a result of a process of crumbling in which industry after industry demands and gets protective measures in particular countries, I cannot at this stage forecast. Certainly there will be great dangers of this kind.

Can I ask you about those dangers and about the action that you might take from the point of view of voluntary agreements by the Japanese to restrict their exports. They appear, particularly as far as cars are concerned, to be unwilling to do this at the moment, and there's going to be pressure on you, is there not, to introduce quotas. I understand two MPs are going to ask for an actual quota on Japanese cars in to this country. How will you react to that?

Let me say to start with that what the arrangements are – whether they're quotas or voluntary – is not as important as whether they work. We have a lot of arrangements with Japan that have been working. Last year the arrangement in respect of cars did not work. But unfortunately they are entitled to say that that was, to a significant degree, due to the fact that the British motor car industry was not producing enough motor cars to supply those members of the British public who wanted to buy them. The January figures of penetration make the picture look that much worse. But what I want is effective arrangements in these areas where we're protecting sensitive industries in this country. Whether voluntarily or in other ways is less important. I prefer voluntary arrangements if they can be obtained and made to be effective. I think that in respect of cars they must understand that too.

What about the rather radical view that people sometimes take with regard to Japanese exports. Why don't you just keep them out altogether?

I don't want to keep them out altogether because they are good products. They are cheap and they're attractive to our consumers. But again I think there is a lesson here which perhaps the Japanese have not sufficiently taken on board – that they perhaps rely too much on the attractiveness of their products. I prefer a world trading system which allows consumers in this country to buy the best products that are available. But that will only work in the long run – and certainly at the moment, given the economic crisis, even in the short run – if Japan is prepared to buy from us

[1] An edited version of this discussion was broadcast on London Weekend Television's 'Weekend World' programme on 12 February.

as freely where there are competitive products to be bought. This important principle may have been forgotten; the consumer is important. If it comes to the crunch, countries will choose to protect the producer rather than the consumer. And if it comes to the crunch, then indeed, governments – not just in this country but elsewhere – will say we like your products, but you are not playing the game of international trading terms and we will take action against you.

Aren't we very close to that sort of crunch? You were saying earlier that the Japanese have a colossal trade balance with the rest of the world, and you're on record as feeling that it's a Hobbesian world in terms of international trade and that international trade has some similarity with the wars of the past in that we must all fight for our own corner. It isn't possible, surely, that they're going to get rid of that trade balance in any recognisable and acceptable period of time. Won't you have to do something either by quotas or by keeping them out in some other way?

It is, unfortunately, at present a Hobbesian world. We're living in far more difficult economic circumstances than we were say in the 1950s and 1960s, and therefore the dangers of this sort of escalating protectionist action are greater, much greater perhaps than the Japanese realise. If the Japanese reduce their surplus this year to the degree that they promised, if they show that they really understand by their actions and not just in words the requirements that we have in this country in respect of certain industries, then I hope that further deterioration in the open trading system can be prevented. But I am seriously worried. I can't say that the events of the last few days have made me less worried, because I wonder whether industry in Japan sufficiently understands and therefore I must answer your question: yes – I think there is a danger, very soon.

Supposing, instead of getting action not just words, you get words and no action, are you prepared then to go to Gatt and get the rules changed so that in fact you can discriminate quite openly against Japanese goods?

We are already going to Gatt to get the rules changed to enable discrimination against particular sources of difficulty. This is one of the proposals we have made in the current Gatt negotiations. It is written into the European community mandate. We've made it perfectly clear that this is for us a crucial element in the outcome. Now that would be a valuable weapon against any source – and I don't specify Japan because there are other areas which are a cause of difficulty, where unfair trading practices prevail, where there is a lack of reciprocity. That is a crucial element in our negotiating position.

Why do we have to get Gatt rules changed? Why don't we just keep Japanese goods out?

Because it would be better if they imported more. I will explain to you why. We can certainly in the end keep Japanese goods out, as can the United States and the rest of Europe. What we of course cannot do is keep Japanese goods out of third markets. And we are part of an international trading system. We don't just want to protect the economy of this country. We want our exports to develop in other parts of the world. If we simply keep Japanese products out of this country, it won't help us in our exports at all. People will still buy from the Japanese elsewhere in the world where Japanese products are good and competitive. Therefore, the best way to deal with the problem is multilaterally – to get the Japanese to import. That is the best way. I would like first to see over the next year whether they are able to live by the commitments they have made. If the best way doesn't work, then of course, as I say, there are going to be very serious problems.

But aren't you sometimes worried that if we do have to go over to a measure of protectionism, what we'll really do is discriminate against people who are more efficient, more hard-working, who take earning a living much more seriously than we do, and that if we put up trade barriers and discriminate against Japanese goods, we're really insulating our own people from the realities of world trade?

Certainly it worries me. But remember in the 1950s and 1960s we passed through a quite exceptional period in world trade, with a willingness of people to trade freely and to buy freely throughout the world. Now, I certainly want that system to be maintained if it is possible. But in practice it will not be maintained as a freedom for the consumer to buy, the freedom for the most efficient person to sell, unless the most efficient producer of cars and of television sets is prepared to buy from the most efficient producer of chemicals and car components and aviation products and the like. If everyone will buy where the costs are best, where the efficiency is greatest, where the product is good, then I think the international trading system will still work. But if you have a country which says we will export those products where we are most efficient and we won't import those products from sources which are more efficient than our own, the trading system will not work. And so I think that the thing can work only on the basis of balance, of reciprocity. If international trade is going to survive as an open trading system, it must bring benefit to everyone, to producers as well as consumers and not just to individual countries that happen to have organised their economies in ways rather different from our own.

Economic Trends Annual Supplement

The monthly *Economic Trends* is well known. But did you know that the Central Statistical Office also publishes an *Annual Supplement* which provides a unique source for long runs of quarterly and annual data for the key series of economic indicators?

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The *Annual Supplement* comes as part of the annual subscription to *Economic Trends* (£28.72 including postage), or can be purchased separately price £1.95 (by post £2.31).

Please send your orders to Her Majesty's Stationery Office, PM1C (ZT9), Atlantic House, Holborn Viaduct, London EC1P 1BN. Government publications can be bought from the government bookshops in London, Edinburgh, Belfast, Manchester and Bristol, or through booksellers.

See Yellow Pages for your nearest stockist of government publications.

HMSO BOOKS

Overseas trade exhibitions

UK firms receive substantial inquiries at Tokyo electronics show

From Merrick Baker-Bates, British embassy, Tokyo

Twenty-five British companies took part in Internepcon 78, 25 to 28 January, the annual electronics exhibition organised by Industrial and Scientific Conference Management of Chicago.

This was the sixth year running that a joint venture had been sponsored by the British Overseas Trade Board and the Westminster Chamber of Commerce. British exhibitors formed the largest national group, with products ranging from telescopic slides to optical measuring microscopes. Almost all the companies were already represented in the market and most had exhibited at previous Internepcon shows.

They received a substantial number of inquiries and expressed general satisfaction with the outcome of the exhibition. Federal Mogul Westwind Air Bearings Ltd reported orders valued at £185,000. The company has recently opened its own branch office at Kawasaki near Tokyo, manned by some of its former agents, and it has high hopes for future sales in this market.

The Japanese electronics industry is of formidable size as is the domestic market. Imports represent only 6 per cent but this is worth an estimated Y360,000 million (£770 million) in Japan.

The name of the game for foreign manufacturers is therefore to find a niche in the market where specialised imported products tailored to meet exacting Japanese standards, will be able to compete.

The Japanese still know relatively little about the British electronics industry. With 132 United States companies exhibiting through agents at Internepcon, for example, it is hardly surprising that American products predominate among imports.

A good deal of progress has, however, been made in recent years in getting British products accepted and publicised here through participation in Japanese exhibitions. British companies who have come to Internepcon over the years believe that perseverance pays.

British music and records in Cannes

From Joe Patanchon, British consulate-general, Marseilles

With 112 stands, Great Britain was, once again, the leading participating nation at the twelfth international record and music publishing market (Midem), held at the Palais des Festivals, Cannes, from 20 to 26 January. In all, 639 firms exhibited, compared with 564 at the corresponding show last year. Some 5000 trade visitors, representing 49 countries, attended the venue. Sixty British firms exhibited, sponsored by the British Overseas Trade Board, in collaboration with the British Phonographic Industry and the Music Publishers' Association.

British music publishers and record producing companies have always done extremely well on the Croisette. This year was no exception. Among the companies which performed well were BBC Records and Tapes. It renewed licensing agreements to advantage with clients in Canada, Scandinavia, and the Netherlands and secured promising inquiries from new territories such as Australia, Mexico, Argentina and the United States. BBC Records will return next year with a bigger stand.

Peerless Records Ltd sold master productions and finished products to Canada, West Germany, Belgium, Israel, and Holland. Valentine Music Group Ltd sold 60 000 records worth £45,000 to South Africa and Holland and received £15,500 advance in royalties for children's records sold to Canada,

ECGD cover for overseas fairs

As a supplement to the ordinary insurance policy exporters have with Export Credits Guarantee Department (ECGD), cover is available for goods exhibited at fairs overseas against the rather special risks involved.

The standard cover includes sales at overseas fairs
Sales made at overseas fairs are covered under the standard ECGD policy against eventualities of loss, such as the insolvency of the buyer or his default, or exchange difficulties preventing transfer of payment from the buyer's country.

Special cover
Under a special policy supplementary to an exporter's main policy, ECGD can cover also the risks of loss arising while the goods are being exhibited or are on their way to be exhibited.

The risks covered are loss caused by destruction or damage resulting from war (including 'civil war, hostilities, rebellion and insurrection') occurring in the country where the goods are being exhibited or in a country through which the goods are travelling on their way to be exhibited,
or war between any of the countries involved,
or the requisition or confiscation of the goods in these countries,
or any measure or decision in the country where the goods are exhibited which prevents their re-export to the UK.

For more information about this special cover, get in touch with the nearest regional office of ECGD.

ECGD's head office is at Aldermanbury House, Aldermanbury, London EC2. There are regional offices in:

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Trade Fairs are our business.

Scandinavia and the United States. Noel Gay Music and Co Ltd, record producers and music publishers, secured firm business on its stand from clients in West Germany, South Africa, Australia, Italy, Spain, France, Argentina, India, and the United States. Heathrow Records Ltd, which had taken a stand for the first time, won substantial orders for finished records from Europe and the United States. The Chrysalis Group of Companies, specialising in record production, music publishing and studio management, secured very useful business identifying American artists and producers who will record in its London studios. Finally, Pepper Records Ltd sold its master productions to 12 countries and received some 30 promising inquiries from Europe, Scandinavia, north and south America, and Australia.

The twelfth Midem has been a commercial success, used by British firms, once again, as a platform for presenting their latest 'pop' music material and allied products to the music world. The next international record and music publishing market will be held in Cannes, from 19 to 25 January 1979.

British first at Paris hospital exhibition

From Robert Hyde, British embassy, Paris

For the first time British companies participated at the large exhibition associated with the seventh Assises Nationales de l'Hospitalisation Publique held at the Porte de Versailles exhibition park in Paris from 12 to 18 January. This follows several years of negotiation by the British Hospitals (subsequently Health-Care) Export Council and the British embassy in Paris.

Fourteen companies took part in a joint venture sponsored by the British Health-Care Export Council, which itself manned an information stand. The British group was the largest foreign representation.

Among British companies which seem to have done well were Eschmann Brothers and Walsh, with its pumps and bi-polar forceps, and Flowtron Aire, featuring both the standard and high-powered flowtron system. Downs Surgical had some success with its specialised surgical instruments, while Warne Surgical Products was prominent with its special latex, rubber and plastic products, particularly face masks. Vitalograph also took the eye with its spirometers and pulmonary monitor.

The first British appearance at this impressive event can be accounted a considerable success and a good omen for the future in a field where Britain is strong.

UK sweet industry successful in Cologne

From H. Mock, British embassy, Bonn

Britain was the largest foreign contingent at the eighth international sweets and biscuits fair, held from 30 January to 3 February in Cologne.

The joint venture stand was organised by the British Food Export Council under the auspices of the British Overseas Trade Board, with 55 direct exhibitors and 11 additionally represented firms.

British stands showed a complete range of sugar and chocolate confectionery, children's articles and bakery goods. Only major buyers were permitted entrance to the fair. In addition to meeting existing distributors from all countries in which they are represented British exhibitors were able to make new contacts, appoint agents in unrepresented countries and to book firm orders. Business expected as result of inquiries received during the fair is substantial. Most British firms explained that they could not afford not to exhibit at this fair.

439 direct exhibitors and 95 additionally represented firms from 23 countries participated in this fair.

The buyers quality of products was very much in the foreground during discussions between buyers and manufacturers together with an even greater emphasis on new ideas and promotional activities. Price increases of between 3 and 8 per cent depending on type of product were finally accepted by the trade after hard negotiations.

Results please venture group at Bijorhca salon

From Robert Hyde, British embassy, Paris

Members of the joint-venture group sponsored by the British Ceramic Manufacturers Association at the Paris Bijorhca jewellery and giftware salon from 14 to 19 January, were generally pleased with the results. Among the earthenware manufacturers, William Adams and Portmeirion Potteries did particularly well, while both Cavalier Tableware and P. H. Vogel enjoyed a successful show with their silver-plated tableware.

Tableware or silverware

As on the first occasion in June 1977, eight British companies took part, all in the tableware or silverware sections of the exhibition.

Outside the joint venture, a regular exhibitor at this show is Adrien Mann which again attracted a great deal of interest with its excellently presented costume jewellery.

This leading jewellery and giftware exhibition was again a great success, and maintained its attendance at over 30 000. A record number of 860 firms exhibited.

Mixed fortunes for British firms at lighting show

From Robert Hyde, British embassy, Paris

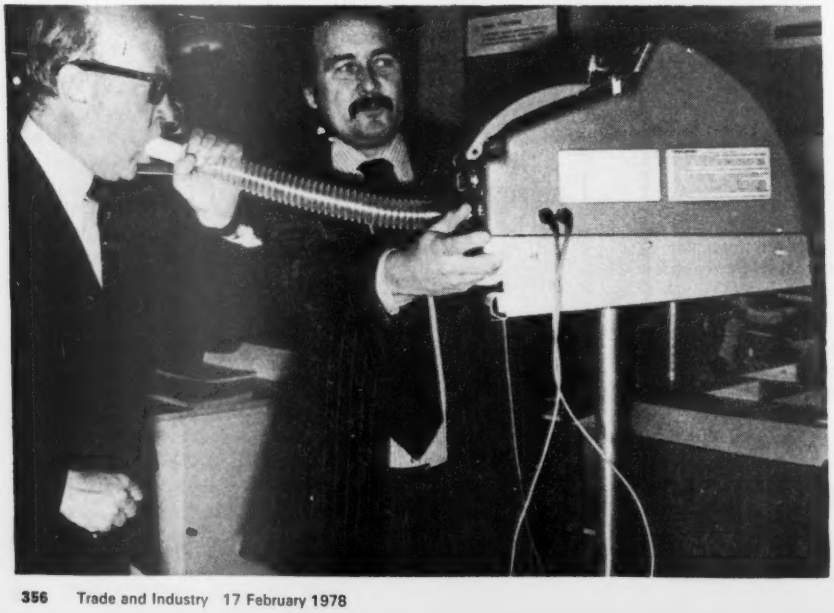
This year 18 companies took part in a joint venture sponsored by the British Decorative Lighting Association at the thirteenth Paris Salon International du Luminaire, from 12 to 17 January, at the Porte de Versailles exhibition park.

The British exhibitors enjoyed rather mixed fortunes, but firms such as Modern Lighting, Limelight and Sublime, made their usual impressive showing, while Gemfine was another prominent exhibitor. Saville Lighting, the only member of the British group entirely new to this salon, had a promising first show, receiving inquiries from an important French retail chain.

New home

The show this year had a new home in the newest and largest building at the exhibition complex. Although the number of exhibitors was slightly down on that for the corresponding salon in 1977, the total of 285 included 148 foreign companies, of whom Italy accounted for 66, Spain 22 and Britain 19. The attendance approached 20 000, an increase of nearly 15 per cent over the previous year, and the exhibition gained greatly from the change of venue.

G. Finlayson, counsellor (commercial), British embassy, Paris, on the vitalograph stand.



Overseas trade export successes

Nigeria gets 9000 Bedford trucks

Federated Motor Industries division of UAC of Nigeria Ltd has placed a major order for over 9000 Bedford trucks worth £34 million. The vehicles will be supplied by Vauxhall Motors and will put Nigeria at the top of the league of Bedford export markets outside Europe.

Most of the 9000 Bedford TJ trucks, in the 6 to 10 ton gross weight class, will be shipped in component form to be built in FMI's plant in Apapa where locally designed and manufactured bodies will be fitted.

To cater for the continuing rapid growth of the Nigerian market FMI have embarked upon a major expansion project which will increase the output of their factory from 3500 to 9000 vehicles per year. Bedford sales to Nigeria were 18 per cent up in 1977 over the previous year, and the major investment committed to the Apapa plant anticipates an even more spectacular increase in 1978.

Further information: circle 384

MST sends corrugators to Europe and Africa

Major industrial plant for the production of corrugated board is to be supplied to three companies in Europe and Africa by Masson Scott Thrissell Engineering Ltd, of Bristol, under export contracts worth over £1 million.

A heavy duty machine has been ordered by a Portuguese customer, a medium duty plant is going to Nigeria, while a French company has specified major components to extend an existing plant.

In Portugal, the Portucel organisation is buying a Langston Masson corrugator to run B and C flute at a new factory being built at Leiria, between Lisbon and Oporto. The specification includes single facers, glue machine, double facer and all associated ancillary equipment.

In Africa, Smurfit Cases Nigeria Ltd, are building a new plant at Aba, near Port Harcourt and has ordered a Langston Masson Model 101 medium duty corrugator.

Initially designed to run C flute only, the 2 m machine can easily be extended later into a full capacity plant. This is one of the typical applications for which the 101 corrugator was designed. Its ease of operation, maintenance, upgrading and removal explains why a dozen 101 machines are operating in Africa alone.

From France, MST has received an order for a 96 in E flute single facer group from Cartonneries Menigault SA of Poitier, to expand an existing B and C flute plant. The machine, which includes all associated pre-heaters, reel stands and bridge, is being made to produce an unusual 1.5 mm flute height popular in certain parts of France, compared with the more normal 1.1 mm height.

Further information: circle 385

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Babcock win £50m Hong Kong boiler order

Babcock and Wilcox (Operations) Ltd has received a letter of intent from GEC Turbine Generators Ltd for a contract to design and supply the boilers and auxiliary plant for a new 700 MW coal and oil fired power station to be built in Hong Kong for the China Light and Power Co Ltd, and Eastern Energy Ltd.

The order, worth about £50 million, will provide work for several companies in the Babcock group. Babcock and Wilcox (Operations) Ltd will be responsible for the management of the contract and the design and manufacture of two 350 MW coal/oil fired boilers together with high pressure steam and feedwater pipework and extensive auxiliary equipment.

Coal handling plant will be sub-contracted to Babcock Moxey Ltd, ash handling and disposal equipment to Babcock Hydro-Pneumatics Ltd, coal and oil firing combustion equipment to Babcock Product Engineering Ltd, and the station control and instrumentation to Babcock Controls Ltd.

The contract will provide work for Babcock factories in Renfrew, Dumbarton, Gloucester and Croydon, as well as for many sub-contractors.

Further information: circle 386

STC Newport cable factory wins Nigerian order

Standard Telephones and Cables, Newport, has won a £20 million order to supply and install cable for the distribution network for exchange areas in six towns in the centre of Nigeria.

The contract includes the erection of poles, the building of underground ducts, manholes and trenching. STC will also install, joint and test the exchange area networks in a complete turn-key contract on behalf of the Nigerian PTT.

Production for both contracts will take place at STC's cable factory in Newport, Gwent.

Further information: circle 387

New contracts of £2¼m for Badalex Ltd

Badalex of Weybridge has won orders for production machinery from lamp manufacturers in Iran, Turkey, Pakistan and Spain, totalling £2¼ million.

This is the first time that Turkey has bought complete lamp manufacturing installations from Badalex, a Sale Tilney company.

The contracts also include operator training and technical assistance in addition to the machine groups.

Further information: circle 388

Twin cableways speed Indian dam construction

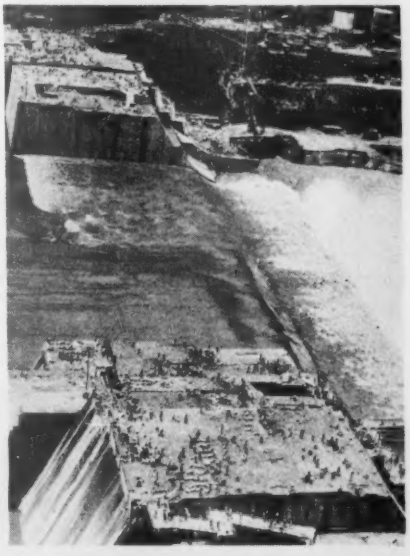
Usha Breco Ropeways Ltd, an associate of British Ropeway Engineering Co Ltd won a £1 million order for two 13-tonnes hook-load 2-motor cableways in May 1976. These were needed to achieve the required concrete pouring capacity to build the Srisailam dam – the largest hydro-electric project in India.

Winches were supplied from the UK with the remaining manufacture in India, and the cableways were installed in a record time of 12 months.

Gross storage capacity of the reservoir at the maximum 270 m level is 8713 million m^3 and its live storage is 7072 million m^3. The water area at the full reservoir level is 61 642 hectares. Over 100 villages and hamlets and 40 469 hectares of cultivatable land in the Mahabubnagar and Kurnool districts will be submerged.

Further information: circle 389

End abutments of Srisailam dam, Andra Pradesh.



Nuclear Enterprises win Middle East order

Nuclear Enterprises Ltd of Edinburgh has just received two half-million dollar orders for advanced medical diagnostic equipment from the Ministries of Health in Iraq and Abu Dhabi. Nine of the company's latest ultrasonic scanners will be supplied to Iraq, and two gamma cameras, along with equipment for function uptake studies, to Abu Dhabi.

Ultrasonic scanners are used for diagnosis and use high frequency sound waves to detect and locate accurately soft tissue structures in the human body. Hospitals in over 40 countries now use the company's ultrasonic scanners in the fields of obstetrics, gynaecology, cardiology and general medicine.

Further information: circle 390

Speke company gets Finnish Hawk jet landing gear contract

The aircraft and industrial hydraulics division of Automotive Products Ltd, Speke, Liverpool, has secured an export contract worth £1¾ million for main and nose landing gear, powered flying controls and general hydraulics for the 50 British Aerospace Hawk jet trainers ordered for the Finnish Air Force.

The AP hydraulic powered controls are tandem units with failure survival capability. To simplify manufacture and maintenance and to reduce stores inventory, the port and starboard aileron power control units are interchangeable. A significant feature in the design of the power control system is that dynamic stability is achieved without the need for additional integral devices, thus ensuring simplicity of design.

The nose landing gear features a duplex shock absorber to cover the wide range of loading to which it is subjected as a result of the Hawk's primary role – training student pilots.

Further information: circle 392

British turkey chicks exported to Romania

Ross Poultry Ltd, Britain's leading exporters of live poultry, has just completed its first-ever despatch of turkeys to Romania with a shipment of 5000 day-old Supermidi parent chicks to Bucharest.

This was the fourth attempt to fulfil this breakthrough order from the Romanian government. Previous efforts were forestalled last year by the air traffic controllers strike and, latterly, by an on-going embargo by European airlines, including British Airways, on the movement of day-old poultry from London terminals to the continent by scheduled services.

The birds were finally flown from Norwich by the specially chartered HS 125 executive jet of Beecham-Imperial Aviation Ltd.

Further information: circle 393

Canongate to furnish homes near Dubai

Canongate Contracts Ltd, of Armadale near Edinburgh, has been awarded a £100,000 contract to furnish the second phase of homes being built to house the construction staff of the Mina Jebel Ali Harbour 30 miles from Dubai.

The order, to furnish 50 houses, came from Balfour Beattie of London who are a part of the joint venture company set up to build the harbour and follows on from the successful completion of the furnishing of the first 100 houses.

The complete scheme is for 300 three bedroomed semi-detached houses which have to be furnished right down to the last teaspoon. The company supply a fridge-freezer, cooker, toaster, electric kettle, pots, pans, cutlery, crockery, beds, living-room suites and all the soft furnishings including the bed linen, so that the worker and his family can move straight in.

All the items have to be British made under the terms of the contract.

The company send the complete furnishings for each of the two houses in a semi-detached building in one container so that the lorry can draw up outside a pair of houses and the job of fitting them out is therefore much simplified.

Further information: circle 394

Joint venture builds Saudi Arabia's civil airport

John Laing Construction, George Wimpey and Co and Haji Abdullah Alireza and Co made up a joint venture group to build the £20 million civil airport at Abha in Saudi Arabia. The main terminal buildings cover a total area of 10 600 m² and incorporate marble facings, and aluminium suspended ceilings. Also included in the contract were a 3300 m runway, parking apron and the provision of ancillary services. Work is now in progress by LWA at Abha airport on a further £22.5 million contract for a 300 m main runway extension, the building of 3500 m of taxiway and high-speed turn-off and a concrete blast pad. New buildings will include housing for a radio transmitting station and maintenance building for Saudi Arabia Airlines. The project, due for completion early next year, was designed by Netherlands Airport Consultants of The Hague.

Further information: circle 391

Global gain Mid-East orders at Brightshow

Global Lighting Ltd, exhibiting for the first time at Brightshow 78, took orders totalling £74,000 from the Middle East.

The largest of the orders, for gold-plated Strass crystal chandeliers, was for an Egyptian contract project. It included several models to be custom designed and was valued at £50,000. The largest item in the order was a chandelier for a spiral staircase weighing 250 kg.

Global also booked orders from Saudi Arabia worth £11,000, Oman £9,000 and Jordan £4,000.

Further information: circle 395

Inverness firm supplies Russia with welding machines

Al Welders, an Inverness engineering firm, has secured a £1.3 million contract from Russia for welding machines. The contract was signed by Al Welders' managing director, Douglas W. Brooks, and representatives of the USSR trading organisation Avtoproimport for the supply of highly specialised automatic

flash welding machines incorporating the Scots firm's latest control systems.

Three years ago, Al Welders completed another major contract for the USSR in the form of five large and highly sophisticated welding machines for producing heavy brake shoes, as part of the production facilities for the new truck factory which has now been built at the Kamaz river, east of Moscow.

Further information: circle 396

More CAD centre products now available in the USA

Computer Aided Design Centre, Cambridge has recently completed an agency contract with AAA Technology and Specialists Co Inc of Houston, Texas.

They will market the following programs throughout the United States and Canada: Concept – an interactive suite of programs for the simulation of chemical processes; Multicol – a system for the rigorous simulation of single or multiple distillation towers; Symbol – a system for mass balance calculations; Economist – an interactive system for cost estimation and project evaluation; Pipenet 77 – a program to calculate the flow of fluids in a given pipe network; Tanks – a system for the design and detailing of cylindrical storage tanks which includes the production of fabrication drawings; Stem – a system for the mechanical design and draughting of shell and tube heat exchangers.

Further information: circle 397

British heating panels will keep out Siberian cold

Heating panels that will protect installations in the intense cold of temperatures below minus 50°C are being fitted to a large valve before it is insulated and shipped to Russia. *See picture, left, front cover.*

The heating panels are a part of the equipment to be supplied by Isopad Ltd in southern England for the protection of six gas turbine-driven compressor stations on the Chelyabinsk natural gas pipeline in Siberia. The stations are being designed, and constructed under supervision by a British consortium.

The ambient temperature in this area is so low that surface heating of certain parts of the plant is necessary to prevent freezing. The installations, however, are in areas defined as having potentially explosive atmospheres – so the specification calls for equipment that not only keeps the surfaces warm enough to function but below the point of spontaneous ignition.

The Isopad contract includes supplying trace heating tapes – heating elements that are insulated, protected against chemical corrosion and armoured against physical damage – and heating panels with the element carried in latex treated glass cloth that has an excellent resistance to moisture. The company claim that both have proved to be above existing international safety standards for use in hazardous conditions.

Further information: circle 398

UK moped wins US order

'Easy Rider', a British newcomer to the moped market, has won an order from the United States worth £2 million. *See picture, front cover, bottom right.*

Based on a robust tubular main frame – which also serves as a 3.9 litre capacity fuel tank – the machine has an air-cooled 50 cc 2-stroke engine with automatic clutch transmission. It is available in single-speed and two-speed versions, both of which have a fuel consumption of 2.15 litres per 100 km and a maximum speed of 53 km per hour.

The US order may involve as many as 12 000 of the new mopeds.

Further information: circle 399

Signal win for UK company

Before shipment to Australia as part of an order for equipment to resignal a stretch of the main rail line near Brisbane, a complex junction signal is put through final tests by its British manufacturer. *See picture, front cover, centre.*

The equipment is specially designed so that misleading combinations of lights can never be produced. It forms part of an order for signals, point and associated electrical equipment won by the company with a guarantee of manufacture and delivery within six months.

The British firm specialises in communications. It developed a system for signalling that uses radio communication instead of cables for the transmission of vital control signals.

The technique has recently been modified for use as a fail-safe remote control system in Britain's North Sea oil fields, where it maintains a watch over a loading buoy and tankers on the Beryl Field.

Further information: circle 400

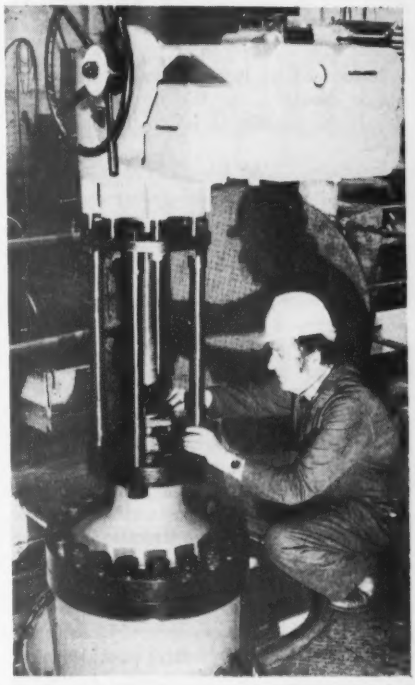
Power station valves bring in £2m order

Hopkinsons Ltd of Huddersfield has won a £2 million order for the supply of power station valves to the USA.

The order covers nuclear quality parallel slide valves for a power station being constructed in Washington State for the Washington Public Power Supply Systems Utility.

Further information: circle 401

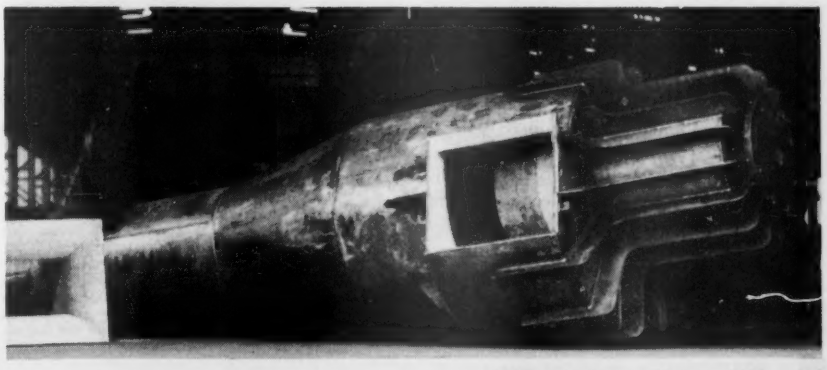
Completing an electrically operated parallel slide type gate valve at Hopkinsons' Huddersfield works.



Cyclones for Yugoslav refining complex

Energy Equipment's growing involvement in the production of special purpose vessels for the petroleum refining industry is highlighted by the completed cyclone shown here in the company's works at Olney. Destined for a refinery installation being built by Foster Wheeler Ltd, process plants division, for INA in Yugoslavia, the cyclone pictured here is one of six such units manufactured to the order of Van Tongeren (UK) Ltd, of Godalming. When the plant is commissioned, the cyclones will be used for the extraction and recycling of catalysts employed in the refining process. Four of the cyclones were manufactured from 10 mm thick type 304 stainless steel and the remaining two from 12 mm thick chrome-molybdenum steel.

Further information: circle 402



Overseas trade country data

Argentina

Amendments to import duties. The Argentine Ministry of Economy has passed several resolutions amending the import tariff. The goods affected fall within the following chapters of the tariff:

Chapters 26, 27, 28, 29, 31, 32, 33, 34, 35, 37, 38, 39, 40, 51, 52, 53, 54, 55, 56, 57, 64, 69, 70, 73, 74, 76, 78, 82, 83, 84, 85, 87 and 93

Inquiries from British exporters about this notice should quote the tariff number or specify the product in which they are interested.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Australia

Brooms and brushes. A notice in *Trade and Industry*, 8 October 1976, reported a reference to the Industries Assistance Commission on the question as to whether assistance should be accorded the production in Australia of brooms and brushes of a kind falling within tariff items 96.01, 96.02.1 to 96.02.4 and 96.02.6.

The commission held its public inquiries into the matter last May and it has now released a draft of its report to give interested parties an opportunity to examine it and, if necessary, comment on it before final recommendations are made to the government. In order to consider submissions on the draft the commission will hold a further public hearing at the Public Inquiry Room, Industries Assistance Commission, 16th Floor, 59 Goulbourn Street, Sydney at 10 am on Thursday, 2 March 1978. A copy of submissions should be sent to the Secretary, Industries Assistance Commission, PO Box 80, Canberra ACT 2600, without delay. A copy of the draft report is available on loan from Department of Trade, Room 336, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5319.

Ref: CRE 1739/76

Vices. A notice in *Trade and Industry*, 9 September 1977, reported a reference to the Industries Assistance Commission on the question as to whether long term assistance should be accorded the production in Australia of vices, falling within tariff item 82.04.9. It has now been announced that the public hearing into the matter will be held on Tuesday, 14 March 1978 in the Public Inquiry Room, Industries Assistance Commission, Marland House, 12th Floor, 570 Bourke Street, Melbourne.

Interested parties who have not yet notified their intention of submitting evidence at the public inquiry should notify the Industries Assistance Commission immediately at the following address: 606 St Kilda Road, Melbourne, Victoria 3004.

Inquiries: CRE 01-215 5319.

Ref: CRE 1457/77

Belgium

Preserved milk. The *Moniteur Belge* 17 of 25 January 1978 published a decree dated 22 December 1977 which implements EEC directive of 18 December 1975 concerning preserved milk destined for human consumption. The decree came into force on 22 December 1977.

Copies of this decree (in French) are available.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Chile

Import duty amendments. Ministry of Finance decree 1340 published in the *Diario Oficial*, 17 January, has increased the import duty from 10 per cent to 19 per cent on a number of goods falling within chapters 84, 85, 86, 87, 89 and 90 of the tariff. This decree has also reduced the duty on certain items classified within tariff items 84.06, 84.57, 87.06, 87.07 and 87.14.

These items are included in the phased reductions introduced under decree No. 1192, reducing at monthly intervals to a common rate of 10 per cent by June 1979.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Ghana

Hotel accommodation. The Africa Cup football tournament will be held in Ghana from 20 February until 22 March 1978. Intending business visitors should note that hotel accommodation and local transport will be difficult, if not impossible, to obtain during this period.

Inquiries: CRE 01-215 3064.

Iraq

Dogs and cats. The following are needed for the importing of dogs and cats into Iraq from Great Britain:

1 *Health Certificate* from a local veterinary inspector of the Ministry stating that the animal is free from signs or symptoms of all contagious and infectious disease including rabies, anthrax, tuberculosis and mange.
2 *Export Certificate* from the Ministry of Agriculture, Fisheries and Food stating that no outbreak of anthrax or rabies has occurred in Great Britain during the six months preceding export of the animal, and that a declaration has been received from the exporter that the animal was kept in Great Britain for the last six months or since birth.
3 Both certificates should be taken or sent to the Foreign Office for legalisation and then to the Iraqi Embassy.

This summary conveys to the best of the knowledge of the Ministry of Agriculture, Fisheries and Food Iraq's requirements for the importation of dogs and cats from Great Britain as from December 1977. Exporters are advised to consult the Iraqi authorities direct for up-to-date information on their import regulations.

If the animal(s) will not be exported direct to the country of destination the exporter is advised to consult in advance the import authorities of any other country at which the animal(s) will stop or through which it/they will pass, to ensure that the import or transit requirements of the country or countries concerned are fully observed. The London embassies or consultaes may be able to provide the information required.

Exporters of dogs and cats are reminded that if they bring their animals back into Great Britain subsequently, all such animals without exception will be subject to whatever import regulations are in force at the time of the animals' return. Current regulations stipulate that no dog or cat may be imported unless an importation licence has been previously granted on behalf of the Minister of Agriculture, Fisheries and Food (or the Secretary of State for Scotland if appropriate). All dogs and cats are required to undergo six months' quarantine on arrival in Great Britain, during which time they will be vaccinated against rabies. All expenses in connection with the landing, transit, quarantine and and vaccination of animals will be the owner's responsibility.

Italy

Customs clearance of textile and iron and steel goods. *Trade and Industry* of 27 January, page 181, referred to a ministerial decree of 5 January 1978 which listed the customs posts which could be used for the clearance of certain textile and iron and steel products. A further ministerial decree, published in the *Gazzetta Ufficiale* of 25 January 1978, modifies the list. The current position is as follows:

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

1 The clearance of goods under tariff headings 73.01, 73.02, 73.08, 73.09, 73.10, 73.11, 73.12, 73.13, 73.14, 73.15 and 73.18 must be effected through customs offices at Ancona, Aosta, Bari, Brescia, Campo di Trens, Civitavecchia, Domodossola, Fernetti, Genova, Gorizia, La Spezia, Marina di Carrara, Milano 1, Napoli, Palermo, Piombino, Portorres, Ravenna, Salerno, Savona, Siracusa, Taranto, Tarvisio, Torino, Trieste, Udine, Venezia, Ventimiglia and Verona.
2 The clearance of goods under tariff headings 55.05, 55.09, 56.03, 56.07, 58.04, 60.03, 60.04, 60.05, 61.01, 61.02, 61.03, 61.05, 62.02, 63.01 and 63.02 must be effected through customs offices at Bergamo, Biella, Como, Mondane, Montale. Napoli Piacenza, Prato, Torino, Varese, Venezia and Ventimiglia.

The new decree also exempts certain imports from the regulations. These are goods in transit through Italy and groupage consignments of mixed goods arriving by road or rail, goods arriving by air, samples and small consignments having no commercial value, postal parcels, and goods destined for San Marino. These can be imported through customs posts. The new decree came into force on 26 January 1978.

Inquiries: OTAR 01-248 5757 ext. 466/467/388.

Japan

Electric appliances control law. A revised list of goods specified in the enforcement ordinance of the Electric Appliance Control Law was published on 11 November 1977. Some existing items on the lists are affected as well as new items. The following are major new additions to the class A list (goods requiring type approved before they can be marketed):

1 Transformers for radios, stereo sets and other electronic appliances
2 Transformers for combustion devices (for ignition purposes)
3 Electric-heat treatment medical appliances for home use
4 Medical appliances for home use using electric motors (not confined to electric massage equipment)
5 Electric heat appliances for craftwork and handicraft work use (not confined to soldering irons)
6 Electric heaters for prevention of freezing and congelation (not confined to those for prevention of the freezing of water pipes)
7 Electric work tools
8 Toys employing electric heat
9 Toys employing electric light, etc
10 Game equipment employing electric light
11 Electronic toys, etc
12 Electronic game equipment
13 Electro-magnetic toys
14 Portable electric lamps of a rechargeable type (ie incorporating cadonica batteries)
15 Electric noodle-making machines
16 Automatic vending machines
17 8 mm film editing machines
18 Humidifiers employing the ultrasonic wave system
19 High frequency depilation devices

The following are major new additions to the class B list (goods which are required only to meet Japanese technical standards):

1 Video tape recorders
2 Electronic watches and clocks

The revised lists will take effect from 1 March 1978 with the following exceptions:

1 Articles imported into Japan (or Japanese made goods distributed) before 1 March 1978 will not be subject to the revised regulations until the end of February 1980.
2 The revised regulations will not be applied to class A goods imported (or manufactured locally) on and after 1 March 1978 pending a decision whether to grant type approval provided an application is filed between 1 to 15 March 1978.

These new standards are complex and detailed and exporters are advised to check with their agents how their products are affected.

No details are available but further notice will be issued when a detailed list of goods newly subject to the law is received.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Import liberalisation. The Japanese have recently announced proposals to liberalise certain goods, which it is intended should be effective from 1 April 1978 after approval by the diet. This notice is to give exporters advance warning of the items affected:

CCCN	Description
ex 03.03	Common cuttle fish
ex 03.02	Smoked nishin (*Genus clupea*)
ex 16.02	Canned ham and bacon
ex 17.02	Malt sugar (not containing added sugar) Rock candy, cube sugar and similar sugar, maple syrup, sorbose
ex 20.06	Nuts (in pulp form) apricots (in pulp form)
ex 20.07	Lime juice (not containing added sugar)
ex 21.04	Mixed seasoning (chiefly consisting of sodium glutamate)
ex 27.01	Anthracite coal

Inquiries: OTAR 01-248 5757 ext. 420/475.

Increases in import quotas. Increases in import quotas for the following items have been proposed:

1 Beef (for hotel use) – an increase of 1000 tons to 2000 tons in fiscal year 1977.
2 Fresh oranges – the quota for mainland Japan to be increased by 7500 tons to 22 500 tons in fiscal year 1978 and thereafter.
3 Fruit juices – the quota in fiscal year 1977 of 1000 tons for orange juice in one-fifth concentrated form to be increased by 1000 tons. The additional allocation will cover grapefruit juice as well as orange juice.

A further notice will be published when confirmation of the above details has been received.

No further details are available.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Kuwait

Samples. A revised hand-out on samples has been received from the British embassy in Kuwait. The revision refers mainly to jewellery and other valuable samples for non-exhibition purposes and copies of the revised hand-out are available on request.

Inquiries: OTAR 01-248 5757 ext. 475/7062.

Libya

Import duty concessions. Exemption from duty may be claimed by Libyan importers.

Exemption from duty may be claimed by certain Libyan manufacturers importing machine tools and spares for use in their plant. These concessions also apply to named primary materials. The concessions are not likely to apply to second-hand machinery. The industries affected are: dairy products processing, plastic bottle production, steel pipe production, textile spinning and weaving and tar production.

Inquiries: OTAR 01-248 5757 ext. 462.

CRE tel. Direct dialling
OTAR telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

New Zealand

Metrication in retail pricing and advertising. The New Zealand government has announced that legislation will be introduced soon to include retail pricing and advertising in compulsory metrication.

But after the new regulations have been introduced, traders will still be allowed the option of using both metric and imperial units until June 1979. However the imperial figures must not be more than half the size of the metric figures, and they must not be given greater prominence.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Nigeria

Curfews. *Trade and Industry*, 25 November 1977, gave details of curfews in Port Harcourt and Benin City.

Intending business visitors should note that the curfew in Port Harcourt has now been lifted. Some restrictions still apply in Benin City and a further curfew is in operation in Kano.

Inquiries: CRE 01-215 3064.

Norway

Tax on engines for pleasure boats. From 27 January 1978 a tax of Kr30 per horsepower was introduced on all new engines (irrespective of the fuel they use) of 9 hp or more for pleasure boats. Engines for boats used for earning a livelihood, eg fishing boats, and which have been registered for such a purpose with the authorities are not subject to this tax.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Spain

Pharmaceutical products. The Spanish *State Gazette* of 28 January 1978 published royal decree 3506/77 of the Ministry of Industry establishing that before the installation of any new manufacturing company in the pharmaceutical products sector is authorised it will be necessary that the company should invest a minimum of 30 million pesetas in capital goods and control equipment, and be equipped with a control laboratory.

Except in special circumstances existing manufacturing companies wishing to extend their activities, who have not previously invested this amount, will be required to increase their investment in capital goods and control equipment so that the total invested equals at least 30 million pesetas.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

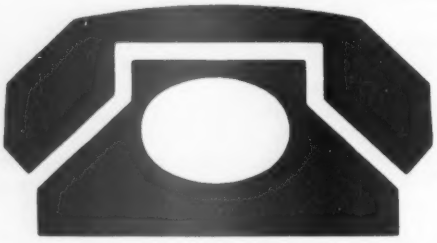
Customs tariff modifications. The Spanish *State Gazette* of 28 January 1978 published royal decrees 3507, 3508, 3514, 3515

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757) can give you directly, or through your Regional Office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; foodstuffs, drugs and pharmaceuticals, agency legislation, setting up of a subsidiary company and the imports of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestock, meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information on specific countries, phone the number and extension given below



01-248 5757

extension

Sub-section A

1 Co-ordination of EEC regulations, requirements and common customs tariff (CCT), Denmark, France incl. overseas territories, Greece, Turkey, Cyprus

408 EEC legislation on tariff and non-tariff barriers relative to community trade

7174 EEC common agricultural policy – aspects affecting exports

Denmark (incl. Faroe Islands and Greenland)

423 France and French overseas departments, French overseas territories, Comoros

439 Greece (incl. Dodecanese Islands), Turkey, Cyprus

2 Benelux, Dutch overseas territories, Irish Republic, Italy, Federal Republic of Germany

288 Belgium, Luxembourg, Netherlands, Netherlands Antilles, Aruba, Bonaire, Curacao St Eustatius, St Martin (Dutch), Saba, Surinam

466 Italy, Irish Republic

467 Federal Republic of Germany

Sub-section B

Efta countries, Spain, Gibraltar, Malta, Israel, Eastern Bloc, China, Mongolia, Yugoslavia, Macao

458 Israel, Norway, Gibraltar, Malta

459 Austria, Sweden, Switzerland

460 Portugal, Finland, Iceland, Macao

461 Spain, Canary Islands, Andorra

Sub-section C

1 North America, Bahamas, Bermuda, West Indies

455 Canada

456 USA (incl. Alaska, Caroline Islands, Guam, Hawaii, Mariana Islands, Marshall Islands, Panama Canal Zone, Puerto Rico, Samoa (US), Virgin Islands (US), Wake Island)

7312 Anguilla, Antigua, Bahamas, Barbados, Belize, Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts/Nevis, St Lucia, St Vincent, Trinidad and Tobago, Turks and Caicos Islands

2 South and Central America

474 Argentina, British Antarctica Territories and Antarctica, Cuba, Dominican Republic, Falkland Islands, Haiti, Paraguay, Uruguay, Bolivia, Chile, Colombia, Ecuador, Peru. Venezuela

476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama

Sub-section D

Africa

462 Algeria, Ceuta and Meilla, Egypt, Equatorial Guinea, Libya, Morocco, Sudan, Tunisia, Western Sahara

471 Angola, Cape Verde, Guinea Bissau, Jibuti (Djibouti), Malawi, Mauritius, Mozambique, Rwanda, St Helena and Tristan da Cunha and Ascension Islands, Sao Tome/Principe, Seychelles, Somalia, South Africa (with Botswana, Lesotho, SW Africa and Swaziland), Zambia, British Indian Ocean Territory

472 Benin, Burundi, Cameroon, Central African Empire, Chad, Congo (Brazzaville), Ethiopia, Gabon, Ghana, Guinea, Ivory Coast, Kenya, Madagascar, Mali, Mauritania, Niger, Senegal, Tanzania, Togo, Uganda, Upper Volta, Zaire

473 The Gambia, Liberia, Nigeria, Rhodesia, Sierra Leone

Sub-section E

Australasia and South East Asia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Islands, Cook Islands, Niue Islands, Tokelau Islands, Philippines

468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Islands (India Ocean), Nauru, New Hebrides, Papua New Guinea, Albania, Bulgaria, Czechoslovakia, German Democratic Republic, Hungary, Poland, Romania, USSR, China, Mongolia, Yugoslavia

469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Islands, Phoenix Islands, Line Islands), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section F

Middle East (Part) and Asia (Part)

420 Afghanistan, Bangladesh, Burma, India, Nepal, Pakistan, Japan, Korea Democratic Peoples Republic, Korea Republic of, Sri Lanka, Taiwan, Yemen Arab Republic, Yemen Peoples Democratic Republic

475 Iraq, Jordan, Kampuchea (formerly Cambodia), Kuwait, Laos, Lebanon, Vietnam Socialist Republic of, Bahrain, Iran, Oman, Qatar, Saudi Arabia, Syria, United Arab Emirates

and 3516 of 1977, amending tariff sub-headings to read as follows:

	Import duty
Decree 3507/77	
CCCN 90.21	
Instruments, apparatus or models, designed solely for demonstration purposes (educational or for exhibition), unsuitable for other uses	
From 28 January 1978 the above heading will be sub-divided as follows:	
A Simulators for the teaching of industrial processes controlled by coded information	1%
B Other	17.5%
Decree 3508/77	
CCCN 21.07	
Food preparations not elsewhere specified or included:	
From 28 January 1978 two new sub sections will be added to this sub-head as follows:	
21.07 E. Food preparations to replace mother's milk and used for treatment of children's metabolism alterations	27%
21.07 F. Other	27%
The addition of 21.07 F will, in fact, mean that both 21.07 D and 21.07 F refer to 'other' though basic rates of duty are the same. It is understood that the Spanish authorities will probably issue an amendment in due course	
Decree 3514/77	
CCCN 90.12	
Compound optical microscopes, whether or not with means for photographing or projecting the image	
From 28 January 1978 the rates of duty will be 15 per cent with a minimum of 12 000 pesetas and a maximum of 15 000 pesetas	
Decree 3515/77	
CCCN 37.01	
Photographic plates and film in the flat sensitised, unexposed, or any material other than paper, paper-board or cloth	
From 28 January 1978 the sub-divisions and rates of duty will be as follows:	
A Of glass	33%
B Of metal	15%
C Of self-developing plastic	Free
D Other:	
1 Sensitised on both sides	48.5%
2 Sensitised on one side only	39.5%
Decree 3516/77	
CCCN 29.05	
Cyclic alcohols and their halegenated, sulphonated, nitrated or nitrosated derivatives	
From 28 January 1978 the rate of duty for the following division of the sub-section will be as follows:	
29.05 B. Aromatic alcohols:	
2 1.1.1,-trichloro-2,2-bis(chloro-4-phenyl)Ethanol	13%

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Medicaments. The Spanish *State Gazette* of 18 January 1978 published royal decree 64 of 1978 of the Ministry of Commerce amending the tariff sub-headings shown below as follows:

CCCN	Description	Import duty
30.03	Medicaments (including veterinary medicaments):	
	B In bulk form or otherwise put up:	
	2 Growth hormone-based (Somatotropina)	1%
	3 Other	19%

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Coal quotas. The Spanish *State Gazette* of 31 December 1977 published an order dated 12 December 1977 issued by the Ministry of Commerce and Tourism stating that the quota of coal suitable for coking (tariff heading CCCN 27.01 A) to be imported duty free during 1978, will amount to 3000 metric tonnes and will be allocated by the Direccion General de Politica Arancelaria E Importacion (Ministry of Commerce and Tourism).

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Duty free import quotas. The *State Gazette* of 18 January 1978 published royal decree 3416/1977 of the Ministry of Commerce establishing a quota free of import duty for the importation of 100 000 tonnes of vitreous-hard maize to be used in the production of 'grits' for breweries. Licences for this quota will be allocated by the Ministry of Commerce. The duration of the quota will be for one year from 1 January 1978.

The *State Gazette* of 28 January 1978 published royal decree 3509/1977 of the Ministry of Commerce increasing by 10 000 tons the quota free of import duties for the importation of steel products. (The quota had been established by royal decree 653/1977.) The steel products covered by this quota are hot rolled plates for use in the manufacture of pressure containers, tanks, boilers, ovens and large structures. They must be no less than 6 mm thick and 2000 mm wide. (Tariff headings CCCN 73.13 D1, 73.13 D3e, 73.13 D4 and 73.15 D8aI refer.) Licences for this quota will be allocated by the Spanish Ministry of Commerce.

The *State Gazette* of 28 January 1978 published royal decree 3510/1977 of the Ministry of Commerce establishing a quota free of import duty for the importation of 15 000 metric tons of cotton, not carded or combed. The validity period for this quota is from 1 October 1977 to 30 September 1978. Licences for the quota will be allocated by the Spanish Ministry of Commerce. (Tariff heading CCCN 55.01 refers.)

The *State Gazette* of 28 January 1978 published royal decree 3511/1977 of the Ministry of Commerce establishing a quota free of import duty for the importation of 5000 metric tons of secondary butyl alcohol. The quota will be valid for one year from 1 January 1978. Licences for the quota will be allocated by the Spanish Ministry of Commerce. (Tariff heading CCCN 29.04 A3 refers.)

The *State Gazette* of 28 January 1978 published royal decree 3512/1977 of the Ministry of Commerce establishing the following quotas for the importation of steel products free of import duties. **Cold rolled plate** for extra deep stamping to be used, after being enamelled, in the manufacture of bathtubs. Quota 7500 tons. (Tariff heading CCCN 73.13 D2b refers.) The validity period for this quota is from 1 January 1978 to 31 March 1978. **Hot rolled plates** for use in the manufacture of pressure containers, tanks, boilers, ovens and large structures. Quota 13 000 tons. (Tariff headings CCCN 73.13 D1a, 73.13 D3e, 73.13 D4 and 73.15 D8a refer.) The validity period for this quota is from 1 January 1978 to 31 December 1978. **Hot rolled strips from alloy and fine steels.** Quota 5000 metric tons. (Tariff headings CCCN 73.15 C7a, 73.15 D7a and 73.15 G7a refer.) The quota will be valid from 1 January 1978 to 31 December 1978. Licences for the above quotas will be allocated by the Spanish Ministry of Commerce.

The *State Gazette* of 18 January 1978 published royal decree 3415/1978 of the Ministry of Commerce establishing a quota free of import duty for the importation of 555 000 tons of coal. This quota will be used by thermal power stations. The quota will be in force for one year from 1 January 1978. Licences for this quota will be allocated by the Ministry of Commerce. (Tariff heading CCCN 27.01 A refers.)

The *State Gazette* of 28 January 1978 published royal decree 3513/1977 of the Ministry of Commerce establishing a quota free of import duty for the importation of 5000 metric tons of flakes of cellulose acetate. The validity of the quota will be one year from 1 January 1978. Licences for this quota will be allocated by the Spanish Ministry of Commerce. (Tariff heading CCCN 39.03 C1b refers.)

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

United States

Food additives. The *Federal Register*, dated 27 January 1978, published a rule proposed by the FDA to affirm the generally recognised as safe (GRAS) status of ammonium, calcium, potassium and sodium alginates with specific limitations. Written comments (four copies) by 28 March 1978 to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville, MD 20857.

A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Import of speciality steels under quota. Import statistics in pounds weight for the following products with quotas still open as at 3 February 1978.

Sheets and strips of stainless steel (item 923.20)	30 047 024
Plates of stainless steel (item 923.21)	4 387 768
Bars of stainless steel (item 923.22)	Quota filled

Inquiries: CRE 01-215 5629.

Classifying textiles. In response to a request dated 5 January 1977, the United States International Trade Commission started an investigation on 7 January 1977, under section 332(g) of the Tariff Act of 1930, as amended (19 USC 1332(g)), to determine the probable domestic impact of changing from the current 'chief value' method of classifying textile imports to a method that classified them by fibre that was their 'chief weight'. The report concludes that such a change would result in a change in classification for blended textile products that are currently in chief value of one material and chief weight of another. It would have a relatively minor effect on such imports.

Inquiries: CRE 01-215 5629.

European community news

Britain restates enlargement position at EEC council

Every effort will be made to conclude negotiations on Greek accession to the community by the end of the year, said David Owen, Secretary of State for Foreign and Commonwealth Affairs on 8 February. In a statement on 8 February about the outcome of the meeting of EEC foreign ministers in Brussels on 7 February, Dr Owen said that detailed negotiations would begin on 10 February.

Dr Owen also restated the British support for enlargement to 12 and he had called for more rapid progress in preparations for negotiations with Portugal and Spain.

Ministers heard a report on the negotiations for a new agreement on agricultural products with Cyprus. Following further discussion in the permanant representatives committee and consideration of certain questions by agriculture ministers on 13 and 14 February, Dr Owen said, it was hoped that a revised offer will be approved by foreign ministers so that negotiations could be concluded.

Ministers discussed the problems caused by Japan's large trade and payments surplus and agreed guidelines for the commission to use in conjunction with the presidency in early discussions with the Japanese government, Dr Owen said.

On steel, ministers gave general approval to the proposed agreements with Efta countries on the price of their exports to the community.

He said that the commission had reported that a non-preferential trade agreement between China and the community had been initialled on 3 February.

Dr Owen said that ministers had reviewed the current activity on north-south issues and had re-affirmed the importance of maintaining the unity of member states.

Ministers had also dealt with various technical subjects. In particular, Dr Owen concluded, approval had been given to the figure of 150 000 tonnes for the community's 1978 skimmed milk programme.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Vinyl chloride and food directive issue

A directive imposing specific controls on materials and articles containing vinyl chloride monomer and intended to come into contact with food was adopted on 30 January.

These materials and articles, the directive states, must not contain more than 1 mg/kg of vinyl chloride and must not pass any vinyl chloride onto the food. The methods of analyses have have yet to be agreed, but the limit of detection for measuring vinyl chloride in food is to be 0.01 mg/kg. The requirements will be reviewed by 1 January 1979.

These specific controls will supplement the general provisions applying to all materials and articles intended to come into contact with food (see *Trade and Industry*, 10 February, page 306), and will also take effect on 26 November 1979.

Proposals for regulations to implement the directive will be issued later.

Commission puts forward research proposals on pollution

Proposals for two research programmes on pollution have been approved by the commission and transferred to the Council of Ministers. These programmes cover an analysis of organic micro-pollutants in water and a study of the physico-chemical behaviour of atmospheric pollutants.

The first is concerned mainly with methods of identifying micro-pollutants in water at low concentrations, and the second is a proposal to investigate the effects of pollutants on the atmosphere and to look into methods of identifying and eliminating them.

If approved, the programmes will be carried out as concerted actions, in which the commission will co-ordinate work already forming part of the national programmes of member states.

Provision is also made for interested non-member states to be associated with the programmes.

British Aerospace in space power-station study

British Aerospace dynamics group at Bristol is to study space solar arrays that could provide extra power for the European Spacelab, power for space platforms and may ultimately enable a huge power station to be built in space.

The main objectives of the £59,000 six-month study contract from the European Space Agency will be to examine the application of photovoltaic solar arrays to the broadly defined future Spacelab missions and to identify those areas of European solar-array technology which are the most appropriate.

Spacelab is a manned space laboratory being developed by the European Space Agency that will be taken into space by Nasa's space transportation system. The first mission is programmed for 1981. Spacelab missions will extend to the end of this century and will include many developments requiring higher power supplies for which this additional power can be most conveniently generated by the conversion of the sun's radiation into electrical energy using photovoltaic processes.

Examples of such developments are: a 'free-flying' power module with an output of 25 kW and capable of docking with the Shuttle Orbiter, Spacelab or a satellite; a space platform with a power requirement of between 50 and 500 kW; a pilot space power plant in either low earth or geostationary orbit with a power requirement of 1 to 2 MW; a space power station in geostationary orbit with a power output of 5 to 10 GW. By comparison a typical modern power station on earth generates about 1 GW.

The last two items will be very large projects by any standards and it is believed that Europe through its already demonstrated capabilities in space technology, is able to

make significant contributions to such major projects.

British Aerospace dynamics group is leading the study and consultancy services are being provided by the Royal Aircraft Establishment, Farnborough.

The study will provide information and concepts derived from present and future projects which will enable further steps to be made in the planning of the necessary technology and economic resources.

Franchising in Europe conference in April

A conference on 'Franchising in Europe today – the benefits and pitfalls' is to be held at the Churchill Hotel, London on 10 and 11 April.

This conference will examine and explain the means by which franchising can be used in today's fast moving commercial world, including the advantages and disadvantages to franchisor, franchisee and the customer.

Chairman and speakers include: Dr M. J. K. Stanworth, Polytechnic of Central London; John Gooderham, vice-chairman, British Franchise Association; David Acheson, founder member, British Franchise Association; Martin Mendelsohn, author *The Guide to Franchising and Obtaining a Franchise*.

There will also be franchisors from France, Germany, Italy and Benelux, who are all widely experienced and have 'in-depth' knowledge of franchising and the application of this modern technique.

Further details can be obtained from European Study Conferences Ltd, Kirby House, 31 High Street East, Uppingham, Rutland, Leicestershire LE15 9PY, tel.(057 282) 2711.

Seminar on new patent protection law

Conventions enabling inventors to obtain patent protection throughout the European Community have necessitated considerable changes in the UK law, besides improving the means for securing multinational patent protection, says Investment and Property Studies announcing a seminar on 15 March. It will be held at the London Press Centre in Shoe Lane, off Fleet Street, London EC4 and entitled: 'Protection and Exploitation of Patents in the Light of the Patent Act 1977'.

The speakers and subjects are: D. O. Lewis, chartered patent agent, manager Babcock and Wilcox major patent department, on patentable inventions, novelty, inventive step, prior user; R. Bowen, assistant comptroller at the Patent Office, on patent procedure, application, specification, examination, issue of patents, assignment of patents, licences, compulsory licences, patent agents and their privileges; John E. H. Ellis, chartered patent agent and solicitor, on infringement proceedings, acts amounting to infringement, disputed claims to inventions, protection of employees' inventions; R. R. Pennington, special legal adviser to the EEC, on the European patent convention, protection under the UK law, community patent convention, its effect on UK law, reciprocal rights of patent agents to practice in member states of the EEC; and John G. Drysdale, barrister, on patents jurisdiction and procedure, appeal from comptroller's decisions.

The chairman is Ken Veryard, chartered patent agent, who is head of Esso's European patent department.

Further information can be obtained from Investment and Property Studies, Norwich House, Norwich Street, London EC4A 1AB, tel. 01-242 2481.

ECSC £5m loan for industrial gas plant

A loan of £5 million to the BOC International Group under article 54 of the ECSC treaty has been approved by the European commission.

The loan will contribute to the finance of an oxygen plant on Teesside which is to provide industrial gases to the British Steel Corporation's Redcar and Teesside works.

The loan will be disbursed according to the progress of this project and the terms will depend upon the market conditions at the time when disbursement is made.

Applications for Feoga grants invited

Applications for the second round of 1978 grants from the European agricultural guidance and guarantee fund (Feoga) for improving conditions under which agricultural products are processed or marketed should be received by the UK agricultural departments by 28 February. These applications will be submitted to Brussels by 30 April and the commission will announce its decisions by 31 December.

Applications made after 28 February will be considered in the June 1979 round of decisions, and the commission will then accord priority to those applications forming part of sectoral or regional programmes submitted by member states and approved by the commission.

The first UK programme will cover improvements to UK redmeat slaughterhouses and ancillary activities where these are on the same site. Other programmes are under consideration by the agricultural departments and will be announced in due course.

EEC regulation 355/77 provides for grants to be made from the fund (Feoga) towards projects improving the conditions under which agricultural products are processed or marketed. It is a condition of eligibility that an investment must bring real and lasting economic benefit to agricultural producers. The regulation also applies to the processing and marketing of fish and fish products.

Those wishing to apply or seeking further information should contact the Ministry of Agriculture, Fisheries and Food, Marketing Policy Division, Great Westminster House, Horseferry Road, London SW1P 2AE, tel. 01-216 7275 or 01-216 6791, and completed application forms should be sent to the same address.

Applicants in Wales should contact the Ministry of Agriculture, Fisheries and Food, Welsh Department, Plas Crug, Aberystwyth, Dyfed SY23 1NG, tel. Aberystwyth 3162 ext. 271.

Up to 1 April, completed applications should be sent to the London address above; thereafter to Aberystwyth. Applicants in Scotland and Northern Ireland should approach the appropriate agricultural department in Edinburgh or Belfast.

More anti-dumping duties on iron and steel products

More provisional anti-dumping duties on imports of various iron and steel products into the EEC have been imposed.

The rates of duty are variable and are designed to bridge the difference between the delivered price of each imported consignment and the commission's basic price.

The following products became subject to the new duties as from 00.01 7 February:

73.08 A and B, iron or steel coils for re-rolling, originating in Bulgaria or Japan, other than goods consigned from another member state, in respect of which an anti-dumping duty has been paid by virtue of recommendation 245/78/ECSC.

The following products became subject to the new duties from 00.01 9 February:

73.13 B1a), sheets and plates, of iron or steel, other than electrical sheets and plates, not further worked than hot-rolled, of a thickness of 2 mm or more (ECSC), originating in Poland, other than goods consigned from another member state, in respect of which an anti-dumping duty has been paid by virtue or recommendation 262/78/ECSC; ex 73.11 A1, angles, shapes and sections, of iron or steel, not further worked than hot-rolled or extruded (ECSC), U, I or H sections of a height of less than 80 mm and H sections (broad-flanged beams), U or I sections of a height of 80 mm or more, originating in Japan, other than goods consigned from another member state in respect of which an anti-dumping duty has been paid by virtue of recommendation 263/78/ECSC.

Harwell man joins EEC research committee

Dr Freddy Clarke, Harwell's research director (energy) is joining Europe's main advisory body on research and development.

The European Committee for Research and Development is made up of 21 independent experts from member states. It advises the European commission on research projects that are important for the long-term development of the EEC. It also acts as a forum for the discussion of general scientific problems at community level.

In his present post, Dr Clarke, working in close liaison with the Department of Energy, is involved in co-ordinating the UK research programme on alternative energy, conservation and 'offshore' marine technology.

The other UK member of the committee is Professor Sir Sam Edwards of Cambridge University.

Euronet tariffs announced

Charges have been announced by the Post Office for using Euronet, the packet-switched data transmission network being set up for the European Economic Community.

The Euronet tariffs (see box) are provisional and may be modified between now and the start of service in the light of general economic changes. Any alteration in tariffs will not exceed 10 per cent. The tariffs are made up of three elements:

- a usage charge, linked to the volume of data exchanged and to 'call' duration, which applies to all calls, irrespective of their destination;
- an annual rental, whose value will depend upon the form of access, and
- a single-payment (or 'connection') charge for access to the network.

The volume charge will apply only to the data field and will be based on a 64-byte segment. The address and other codes will be uncharged.

There will be a cheap rate, experimentally from 19.00 to 07.00 GMT each night and all day Saturday and Sunday. During these periods the hourly duration charge will be reduced by 20 per cent and the volume charge by 33⅓ per cent.

Due to come into operation early next year, Euronet is a network which will give terminals throughout the EEC immediate access to a wealth of scientific, technical and socio-economic data stored on computers in the community's member countries. The terminals would be located at research centres, national and local government offices, public corporations, educational establishments and in industrial and financial institutions.

Euronet will initially be a private network but is expected eventually to form the basis of a public packet-switched data transmission network for western Europe.

The network will interconnect customers through packet-switching exchanges (PSEs) in London, Frankfurt, Paris and Rome and remote access points in Amsterdam, Brussels, Copenhagen, Dublin and Luxembourg. London will house the network management centre.

Most UK customers can call up the databases by dialling through the public telephone network to the London PSE, which will connect the call through Euronet to the database. Major users and databases are likely to be connected permanently to the PSE by private circuits. These can be used for calls, similar to those made by dialling through the public network, but they can also be used for another kind of connection, known as a permanent virtual circuit, which is a specially-allocated route through the network from a user's terminal to a specific destination.

Customers may use either character terminals, operating asynchronously at data rates up to 1200 bit a second, or packet terminals operating at higher speeds. For character terminals, assembly into packets (and disassembly in the reverse direction) will be carried out at the PSE. Each packet will consist of a header identifying its destination, and a customer data field of up to 128 eight-bit bytes. To protect against error in transmission an error-checking code is added to each packet before transmission.

The Tariffs in detail

Usage charges

Volume. £1.15 per thousand data segments (kilosegment). Each segment has a capacity of 64 bytes and the charge corresponds to approximately £2.30 per megabit of data if all segments are filled. The charge per call will be rounded up to the next 10 segments.

Duration. Charges depend on the method of access and transmission speed and, for calls, are defined as a charge per hour. The duration of individual calls will be recorded in minutes, part minutes being rounded up, and a proportionate charge applied:

Data rate	Charge per hour
Up to 1200 bit/s via public telephone network	£1.35
Up to 1200 bit/s via private circuit	£1.00
2400-9600 bit/s via private circuit	£1.35
48 000 bit/s via private circuit	£3.60

The duration charge for a permanent virtual circuit is approximately equivalent to a call duration of 120 hours per month:

Data rate	Charge per month
Up to 1200 bit/s	£120
2400-9600 bit/s	£160
48 000 bit/s (subject to availability)	£430

Access charges

Customers accessing Euronet by dialling-up over the telephone network will need to use the appropriate Post Office Datel service. They will also be charged at the relevant rates for a telephone call to London in addition to a single payment charge of £25 and an annual rental of £20.

Customers using private circuits will be charged the normal rates for the circuit and line-terminating equipment (modems etc), in addition to a single payment charge of £150 and an annual rental of:

Data rate	Annual rental per circuit
300 bit/s	£300
1200 bit/s	£575
2400 bit/s	£600
4800 bit/s	£750
9600 bit/s	£800
48 000 bit/s	£3 000

Multi-channel access will be charged on the number of effectively separate access channels set up simultaneously over a private circuit and will be added to the rental at a rate of £13.80 per channel per annum.

All the above rentals will include the charge for one network user identity (NUI). Additional NUIs are available for dial-up access, at a charge of £20 each per annum.

Temporary suspension of the CCT...

Details of requests for new suspensions of the CCT (common customs tariff) to operate from 1 July 1978 were published in *Trade and Industry* on 6, 13 and 27 January. New descriptions have now been proposed for some of the products concerned, and the more significant of these are listed below.

Any UK concern which wishes to make representations about any of the proposed descriptions should send written comments to the Department of Trade, General Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, to arrive not later than 2 March 1978.

Inquiries: 01-215 3576.

Ex tariff heading	Description
29.08 AIIIC	Bis(phenoxy phenoxy)benzene, mixed isomers
29.16 BIII	2-Ethylhexyl 4-hydroxybenzoate
29.19 C	2,2-Bis(chloromethyl)trimethylene tetrakis (2-chloroethyl) di(phosphate)
29.23 E	4-(2-Hydroxy-3-isopropylaminopropoxy)-2,3,6-trimethylphenyl acetate
29.30	4,4'-Methylenedi(cyclohexyl) di-isocyanate
29.35 Q	6-Methoxybenzothiazol-2-ylamine
29.35 Q	2,6-Di-*tert*-butyl-4-[4,6-bis(octylthio)-1,3,5-triazin-2-ylamino] phenol
38.19 G	Catalysts, in the form of granules having a diameter of not less than three and not more than 10 mm, consisting of silver supported on aluminium oxide, the silver content being not less than 10 per cent and not more than 20 per cent by weight
38.19 U	Reaction products of acetaldehyde, ethylene oxide, and phosphorous trichloride
38.19 U	4-(6-Fluoro-2-methylinden-3-ylmethyl) phenyl methyl sulphide dissolved in toluene
39.02 CXIVa	Fluorinated ethylene copolymer intended for the manufacture of not less than 60 core flat (ribbon) cables
51.01 A	Yarn of polyamide, single, non-textured, untwisted or with a twist not exceeding 50 turns per metre, consisting of two filaments each of which contains conductive carbon with a resistivity of not less than 100 megohms per metre, intended for the manufacture of carpets
59.12	Cotton fabric, weighing not less than 300 gm/m² and not more than 500 gm/m², coated with hollow glass micro-beads embedded in a pressure-sensitive adhesive, whose diameters range from 45 to 75 micrometers
90.19 AIII	Vascular prothesis

...and non-extension of suspensions

Following a review of suspensions due to terminate on 30 June 1978, it is unlikely that suspensions on the following items will be extended. However, any UK concerns which have an interest in continued suspension are invited to let the Department have estimated quantities and values of their imports during the period 1 July 1978 to 30 June 1979. This information, in writing, should be forwarded to the address given above, and should arrive not later than 2 March 1978.

Inquiries: 01-215 3576.

Ex tariff heading	Description
29.13 GII	Dichlone (INN)
29.44 C	11-Hydroxy-6,7,10,12-tetramethyl-1-oxo-10-vinylperhydro-3a,7-pentanoiden-8-ylglycolate (pleuromutilin)

Temporary suspension of the CCT on aircraft parts

The Department of Trade has been notified by the European commission that a review is to take place shortly of existing common customs tariff (CCT) suspensions of duty which are due to expire on 31 December 1978 on certain products intended for use in the construction, maintenance and repair of aircraft.

These suspensions are contained in regulation (EEC) 2609/77 (see *Official Journal* L305, 21 November 1977) and are set out in Part 12 B of HM Customs and Excise tariff.

Unless any objections are raised, it is the intention that these suspensions should generally be maintained for a further year.

However, if the situation has changed so that any UK producer of goods similar to those on which CCT duties are presently suspended now believes that its interests would be adversely affected by the continuation of these duty suspensions during 1979, he should send details in writing, together with supporting evidence, to the Department of Trade, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, to arrive not later than 10 March 1978.

Inquiries: 01-215 3576.

Proposed suspension of the CCT

The Department of Trade is considering an application for a new suspension of the common customs tariff (CCT) on:

ex 33.19 U

a Mixture of dialuminium trioxide and zirconium dioxide containing by weight not less than 70 per cent and not more than 78 per cent dialuminium trioxide and not less than 19 per cent and not more than 26 per cent zirconium dioxide

b Mixture of dialuminium trioxide and zirconium dioxide containing by weight not less than 54 per cent and not more than 62 per cent dialuminium trioxide and not less than 36 per cent and not more than 44 per cent zirconium dioxide

on the grounds that this material is not available from within the European Economic Community. The application, which relates in the first instance to the period 1 July to 31 December 1978, is for a reduction of the duty to 7 per cent.

If any UK companies are already manufacturing the above materials (or like or competing materials) or expect shortly to be in production so that their interests would be adversely affected by a reduction of the CCT duty, they should notify the Department of Trade, General Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, tel. 01-215 3576, quoting the reference G/T 16397. The information should reach the department not later than 2 March.

ECGD

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL. (Tel. 01-606 6699).

New EEC documents

This list of EEC documents was deposited in the House of Commons in the 14 days up to 9 February 1978. (Commission reference numbers, where appropriate, are given in parentheses.) The above documents are available for consultation at the European Communities Information Office, 20 Kensington Palace Gardens, London W8 4QQ.

EEC draft instruments

R/49/78 (COM(77)656 FINAL)
Proposals for Council Directives (EEC) on the approximation of the laws of the member states relating to: common provisions for machine-tools and similar machines for the working of metals, wood, paper and other materials; hand-held, power-driven, portable grinding machines.
R/75/78 (COM(77)735 FINAL)
Proposal for a seventh Council Directive on the harmonisation of the laws of the member states relating to turnover taxes: Common system of value added tax to be applied to works of art, collectors' items, antiques and used goods.
R/77/78 (COM(77)717 FINAL)
Draft Council Regulation (EEC) relating to the organisation of a survey of labour costs in industry, wholesale and retail distribution, banking and insurance.
R/76/78 (COM(77)721 FINAL)
Proposal for an eighth Council Directive on the harmonisation of the laws of the member states relating to turnover taxes: Arrangements for the refund of Value Added Tax to taxable persons not established in the territory of the country.
R/176/78 (COM 33 FINAL (78))
Proposal for a Council Regulation (EEC) amending Regulation (EEC) No. 878/77 as regards the exchange rate for the pound sterling and the Italian lira to be applied in agriculture.
R/232/78 (COM 39 FINAL (78))
Draft Resolution on the establishment of fishing plans.
R/236/78 (COM 3 FINAL (78))
Proposal for a Council Directive on the protection of groundwater against pollution caused by certain dangerous substances.
R/246/78 No commission number
Preliminary draft supplementary and amending budget for 1978.
S/183/78 (COM 36 FINAL (78))
Proposal for a Council Regulation making the importation into the Community of textile products originating in certain third countries subject to authorisation and quantitative limitation.
R/2601/77 Add. 1. (COM 482 FINAL (77))
Proposal for a Council Regulation relating to the fixing of representative conversion rates in agriculture.
R/245/78 (COM 34 FINAL (78))
Proposal for a Council Regulation (EEC) amending Regulation (EEC) No. 3331/74 on the allocation and alteration of the basic quotas for sugar.
R/258/78 (COM 26 FINAL (78))
Proposal for a council decision empowering the Commission to issue loans for the purpose of promoting investment within the Community.
S/232/78 (COM 39 FINAL (78))
Proposal for a council regulation (EEC) amending Regulation (EEC) No. 471/76 as regards the period of suspension of the application of the condition on prices governing the importation into the Community of fresh lemons originating in certain Mediterranean countries.

Consultative documents

R/3197/77 Add. 1 (COM(77)526 FINAL VOL. II)
Guidelines concerning the development of the Mediterranean regions of the Community, together with certain measures relating to agriculture.
R/3200/77 Add. 1 (COM(77)525 FINAL VOL. II)
Commission proposal on the fixing of prices for certain agricultural products and on certain related measures (Volume II).
R/3270/77 (COM(77)674 FINAL)
Financial consequences of the proposals for measures to assist Mediterranean agriculture (see COM(77)526 FINAL).
R/3296/77 (COM(77)490 FINAL)
1977 report on the situation of the agricultural markets in the Community
I/233/77 (COM(77)438 FINAL)
The Community and the international nuclear environment.
R/3278/77 No Commission number
Alteration of the proposal for a Council Regulation on the application of Decision No. 6/77 on the ACP-EEC Council of Ministers on the arrangements applicable to the staff of the Centre for Industrial Development as regards taxation, social security and jurisdiction.
R/8/78 (COM(77)685 FINAL)
Annual report on the estimated clearings and new plantations of certain types of fruit trees.
R/29/78 (COM(77)693 FINAL)
Commission report to the Council on the conditions under which roses and carnations are imported into the Community from non-member countries.
R/78/78 (COM(77)741 FINAL)
Proposal for transfers of appropriations between chapters within Section III – Commission – of the budget for the financial year 1977 (EAGGF – Guarantee Section).
S/1910/77 (COM 352 FINAL (77))
Development Co-operation – Volume of official development assistance.
R/3138/77 (SEC(77)3954
Report on the results of the inquiry on: The housing conditions of migrant workers: A case of social improvidence.
R/3144/77 No commission number
European Union.

Official publications on community matters

The following selected publications, issued during the period 1 January 1978 to 31 January 1978 can be ordered from HMSO, PO Box 569, London SE1 9NH, quoting the standard book number in parentheses after each title. The price quoted does not include postage.

Command papers

6986: European Communities. Treaty Series No. 7 (1978). Treaty amending certain Provisions of the Protocol on the Statue of the European Investment Bank. Brussels, 10 July 1975. [The United Kingdom instrument of ratification was deposited on 5 May 1976 and the Treaty entered into force on 1 October 1977.] The Treaty was previously published as European Communities No. 139 (1975), Cmnd 6253. 4 pp. (0 10 169860 7.) 15p.

7050: European Communities. Treaty Series No. 1 (1978). Decisions of the Representatives of the Governments of the Member States of the European Coal and Steel Community, meeting within the Council opening tariff preferences for products covered by that Community and originating in Algeria. Luxembourg, 29 June 1976. 4 pp. (0 10 170660 6.) 15p.

7061: European Communities. Treaty Series No. 2 (1978). Decision of the Representatives of the Governments of the Member States of the European Coal and Steel Community, meeting within the Council, extending the period of validity of Decision 76/566/ECSC opening tariff preferences for products covered by the Community and originating in Algeria. Luxembourg, 28 June 1977. 2 pp. (0 10 170610 6.) 10p.

7062: European Communities No. 1 (1978). Agreement in the form of an Exchange of Letters relating to Article 19 of the Co-operation Agreement and Article 12 of the Interim Agreement between the European Economic Community, and the People's Democratic Republic of Algeria and concerning the import into the Community of Fruit Salads originating in Algeria. Brussels, 28 January 1977. [The Agreement was made under Article 113 of the Treaty establishing the European Economic Community.] 4 pp. (0 10 170620 0.) 15p.

House of Lords papers and bills (1977-78)

6th Report. Select Committee on the European Communities Research and Development in the EEC R/1659/77 Draft Resolution and Decisions on a Common Policy in the field of Science and Technology. 170 pp. (0 10 403778 4.) £2.60.

7th Report. Select Committee on the European Communities. Fortnightly Report. 17 January 1978. 18 pp. (0 10 404678 3). 35p.

8th Report. Select Committee on the European Communities. Home Study Courses, R/1985/77: Protection of Participants in Home Study Courses. 34 pp. (0 10 404778 X.) 70p.

House of Commons papers and bills (1977-78)

34th Report from the Select Committee on European Legislation, etc. Round-up of Outstanding Debates. 12 pp. (0 10 008297 1.) 25p.

5th Report from the Select Committee on European Legislation, etc, together with the Proceedings of the Committee. Aid to Shipbuilding, Community Economy, Egg Marketing Standards, Defective Products. 19 pp. (0 10 273678 2.) 35p.

6th Report from the Select Committee on European Legislation, etc, together with the Minutes of Evidence taken by the Sub-Committee II on 12 July 1977. Self-employed Commercial Agents. 48 pp. (0 10 273778 9.) 75p.

7th Report from the Select Committee on European Legislation, etc, together with the Proceedings of the Committee. Starch Production Refunds, Milk Co-responsibility Levy, Economic and Monetary Union. 18 pp. (0 10 274178 6.) 35p.

9th Report from the Select Committee on European Legislation, etc, together with the Proceedings of the Committee. Home Study Courses. Iron and Steel, Economic Statistics. 15 pp. (0 10 274478 5.) 35p.

Commission of the European Communities

General Secretariat of the Council of the European Communities: Twenty-fourth Review of the Council's Work. 1 January-31 December 1976. (210 mm). 279 pp. (0 11 937101 4.) £3.20.

Bulletin of the European Communities (ECSC, EEC, EAEC). No. 10, 1977. 10th Year. (E/F/G/D/Da/I/S.) (244 mm.) 156 pp. (0 11 9371294 4.) £1.20.

Official Journal of the European Communities. English Edition: (Each 297 mm). Annex 222. Debates of the European Parliament. 1977-78 Session. Report of Proceedings from 24 to 26 October 1977. October 1977. 311 pp. (0 11 937136 7.) £4.06.

Supplement. Annual Alphabetical and Methodological Index 1976. No. L 1-368. No. C 1-309. pp 1-308, pp 1-389. (0 11 937135 9.) £7.40.

Bulletin of the European Communities. Supplement 4/77. Youth Employment. (E/F/G/D/Da/I.) (244 mm.) 40 pp. (0 11 937142 1.) 80p.

List of Customs Offices Authorised to Deal with Community Transit Operations. Amendment No. 7 – 1 October 1976. (E/F/G/D/Da/I.) (297 mm.) 376 pp. Loose-leaf. (0 11 937143 X.) £3.50.

Graphs and Notes on the Economics Situation in the Community. 11, 1977. (E/Da.) (297 mm.) 19 pp. (0 11 937149 9.) £1.30.

Results of the Business Survey carried out among Managements in the Community. 11, 1977. (E/F/G/D/Da/I.) (210 mm × 297 mm.) 109 pp. (0 11 937146 4.) £4.30.

European Centre for the Development of Vocational Training: Vocational Training. Information Bulletin. No. 2, 1977. (E/F/G/D/Da/I.) (297 mm.) 26 pp. (0 11 937151 0.) £1.15.

Bulletin of the European Communities (ECSC, EEC, EAEC). No. 11, 1977. 10th Year. (E/F/G/D/Da/I/S.) (244 mm.) 149 pp. (0 11 937164 2.) £1.20.

European Regional Development Fund. Second Annual Report (1976). (E/F/G/D/Da/I.) (216 mm.) 64 pp. illus. (0 11 937166 9.) £2.80.

Higher Education in the European Community. A Handbook for Students. (E/F/G/D/Da/I.) (216 mm.) 176 pp. (0 11 937165 0.) £2.60.

Directorate-General for Economic and Financial Affairs: Results of the Business Survey carried out among Managements in the Community. 12, 1977. (E/F/G/D/Da/I.) (210 mm × 297 mm.) 98 pp. illus. (0 11 937167 7.) £4.30.

Statistical Office of the European Communities

Statistical Yearbook. Transport, Communications, Tourism, 1975. (E/F.) (297 mm.) 147 pp. (0 11 937095 6.) £11.00.

European Documentation 1977:

3 Worker Participation in the European Community. (216 mm.) 36 pp. illus. (0 11 937125 1.) 25p.

4 The Community and Its Regions. (216 mm.) 20 pp. illus. (0 11 937126 X.) 25p.

Coal. Monthly Bulletin. 12, 1977. (E/F/G.) (297 mm.) 14 pp. (0 11 937153 7.) 45p.

Electrical Energy. Monthly Bulletin. 12, 1977. (E/F/G.) 12 pp. (0 11 937152 9.) 35p.

Hydrocarbons. Monthly Bulletin. 12, 1977. (E/F/G/D/Da/I.) (297 mm.) 20 pp. (0 11 937154 5.) 73p.

Monthly External Trade Bulletin. 11, 1977. (With Supplement: EC Trade by Commodity Classes and Main Countries: January-June 1977.) (E/F/G/D/Da/I.) (297 mm.) 118 pp. (0 11 937150 2.) £2.60.

Monthly External Trade Bulletin. 12, 1977. (E/F/G/D/Da/I.) 129 pp. illus. (0 11 937102 6.) £2.60.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Common agricultural policy

The texts of the following regulations, decisions and directives which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

General. Directive 78/55/EEC amending directives 66/400/EEC, 66/401/EEC, 66/402/EEC, 68/193/EEC, 69/208/EEC, 70/458/EEC and 70/457/EEC on the marketing of beet seed, fodder plant seed, cereal seed, material for the vegetative propagation of the vine, seed of oil and fibre plants, vegetable seed and on the common catalogue of varieties of agricultural plant species (*Official Journal* L16, 20 January 1978).

Regulation (EEC) 125/78 amending regulation (EEC) 937/77 following the fixing of a new exchange rate to be applied in France in agriculture. (*Official Journal* L20, 25 January 1978).

Regulation (EEC) 152/78 amending regulations (EEC) 1059/69, (EEC) 1060/69 and (EEC) 2682/72 on the trade arrangements for processed agricultural products not covered by annex II to the treaty. (*Official Journal* L23, 28 January 1978).

Directive 78/77 (EEC) amending directive 72/108 (EEC) fixing standard rates of yield for certain inward processing arrangements (*Official Journal* L25, 31 January 1978).

Regulation (EEC) 198/78 amending article 1 of regulation (EEC) 937/77 following the fixing of a new exchange rate to be applied in Italy in agriculture (*Official Journal* L27, 1 February 1978).

Regulation (EEC) 215/78 amending article 1 of regulation (EEC) 937/77 following the fixing of a new exchange rate to be applied in the United Kingdom in agriculture (*Official Journal* L31, 2 February 1978).

Milk and milk products. Regulation (EEC) 102/78 laying down special conditions for exports of certain cheeses to Austria. (*Official Journal* L16, 20 January 1978).

Animal health. Directive 78/54/EEC extending the derogations granted in respect of protection against swine fever to Denmark, Ireland and the United Kingdom. (*Official Journal* L16, 20 January 1978).

Decision 78/78 (EEC) concerning certain detailed rules for directive 64/432 (EEC) in respect of foot and mouth disease (*Official Journal* L25, 31 January 1978).

Animal feedingstuffs. Directive 78/58/EEC amending the annexes to council directive 70/524/EEC concerning additives in feedingstuffs. (*Official Journal* L18, 24 January 1978).

Wine. Regulation (EEC) 124/78 amending for the fourth time regulation (EEC) 2115/76 laying down detailed rules for the import of wines, grape juice and grape must (*Official Journal* L20, 25 January 1978).

Regulation (EEC) 135/78 laying down detailed rules for the granting of subsidies for certain liqueur wines produced in the community and similar to the liqueur wine marketed as 'Cyprus sherry' (*Official Journal* L21, 26 January 1978).

Corrigendum. The *Official Journal* L21, 26 January 1978, contains the following correction to regulation (EEC) 2133/74 laying down general rules for the description and presentation of wines and grape must (published in *Official Journal* L227, 17 August 1974):

Page 8, Article 14 (1):
for: '. . . Article 12 (2) (m) . . .', *read:* '. . . Article 12 (2) (l) . . .'

Fish and fishing. Regulation (EEC) 147/78 amending regulation (EEC) 2956/77 as regards plaice and mackerel (*Official Journal* L22, 27 January 1978).

Oils and oilseeds. Regulation (EEC) 156/78 supplementing regulation (EEC) 1204/72 laying down detailed rules for the application of the subsidy system for oil seeds (*Official Journal* L23, 28 January 1978).

Regulation (EEC) 158/78 amending article 4 of regulation (EEC) 3423/73 on detailed rules for granting subsidies for olive oil by substituting 31 March 1978 for 31 January 1978 (*Official Journal* L23, 28 January 1978).

Processed agricultural products. Regulation (EEC) 202/78 determining the amounts of the variable components and additional duties applicable from 1 February to 30 April 1978 inclusive, on the importation into the community of goods covered by regulation (EEC) 1059/69 (*Official Journal* L28, 1 February 1978).

Pigmeat. Regulation (EEC) 171/78 on special conditions for granting export refunds on certain pigmeat products (*Official Journal* L25, 31 January 1978).

Processed fruit and vegetables. Regulation (EEC) 213/78 amending article 7 of regulation (EEC) 2104/75 in respect of certain special detailed rules for the application of the system of import licences in respect of products processed from fruit and vegetables (*Official Journal* L31, 2 February 1978).

Fruit and vegetables. Regulation (EEC) 223/78 amending regulation (EEC) 1570/70 establishing a system of standard average values for citrus fruits (*Official Journal* L32, 3 February 1978).

Regulation (EEC) 224/78 amending article 4 of regulation (EEC) 1641/75 establishing a system of standard average values for the determination of the value for customs purposes of apples and pears (*Official Journal* L32, 3 February 1978).

EEC/India agreements on trade in jute and coir products

The texts of the agreements between the EEC and India on trade in coir products (regulation (EEC) 105/78), and on trade and commercial co-operation in jute products (regulation (EEC) 106/78), which were signed recently have been published in the *Official Journal of the European Communities* L17, 21 January 1978, copies of which are obtainable from HMSO, price 60p plus postage.

Current arrangements for trade between the EEC and India will not however be affected as the provisions of both agreements are already in operation following implementation in advance of signature of the agreements.

Further information: Department of Industry, Chemicals and Textiles Division, Ashdown House, 123 Victoria Street, London SW1E 6RB, tel. 01-212 8962.

Harmonisation of legislation

Colouring matter in medicinal products. Directive 78/25/EEC on the colouring matters which may be added to medicinal products (both human and veterinary) was adopted in December 1977, and was published in the *Official Journal of the European Communities*, 14 January 1978 in issue L11. Copies can be obtained from HMSO, PO Box 569, London SE1, tel. 01-928 6977 ext. 410, price £1.20 plus postage.

Any inquiries relating to the directive should be made to the Department of Health and Social Security, Room 312, Finsbury Square House, 33-37A Finsbury Square, London EC2A 1PP, tel. 01-638 6020 ext. 319 or 259.

EEC rules of competition

Specialisation agreements
The *Official Journal* L338, 28 December 1977, contains the text of commission regulation (EEC) 2903/77 of 23 December 1977 extending the period of validity of, and amending regulation (EEC) 2779/72 on the application of article 85(3) of the treaty of Rome giving a block exemption to categories of specialisation agreements.

The commission considers that agreements on specialisation of production can lead in general to an improvement in the production or distribution of goods, and the aim of the regulation is to encourage co-operation between small and medium-sized undertakings. The regulation extends the operation of regulation 2779/72 from 31 December 1977 to 31 December 1982, and amends the criteria for application of the regulation.

Agreements of minor importance
The *Official Journal* C313, 29 December 1977, contains the text of a commission notice of 19 December 1977 concerning agreements of minor importance which do not fall under article 85(1) of the treaty of Rome; this replaces the notice issued by the commission on 27 May 1970.

The commission considers that it is desirable to promote co-operation between small and medium-sized undertakings and the notice fixes the limits below which the rules on restrictive agreements prohibited by article 85 are generally not applicable. The present notice raises the upper limit of aggregate annual turnover of the participating undertakings from 15 million units of account (20 million for agreements between trading enterprises) to 50 million units of account for all sectors. The combined market upper limit of 5 per cent for the product in question now relates to 'a substantial part of the common market' and includes substitutes for the products.

Recent decisions
The texts of the following decisions by the European commission relating to proceedings under articles 85 and 86 of the treaty of Rome have been published in the *Official Journal of the European Communities*:

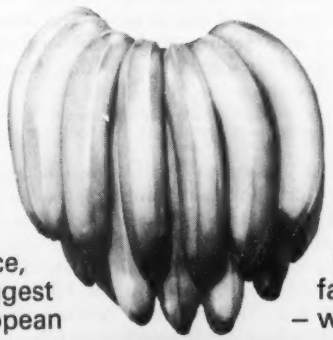
78/68/EEC dated 8 December 1977 (reference DGIV 29.132) Hugin Kassaregister AB and Hugin Cash Registers Ltd (Hugins)/Liptons Cash Registers and Business Equipment Ltd (Liptons). The decision relates to a proceeding initiated by the commission against Hugins for refusing to supply spare parts of Hugins registers to Liptons; and Hugins Kassaregister prohibiting its subsidiaries and distributors within the community from selling such spare parts outside its distribution network. The commission found that there had been an infringement of article 86 of the treaty of Rome and imposed a fine of 50 000 units of account (£20,833) on Hugins to be paid within three months of the date of the decision. The commission ruled that Hugins should terminate the infringements without delay and submit to them for approval, within one month of the notification of the decision, proposals relating to the resumption of spare parts to Liptons. (*Official Journal* L22, 27 January 1978.)

78/59/EEC dated 2 December 1977 (reference DGIV 147) Centraal Bureau voor de Rijwielhandel (CBR). The decision relates to an application for exemption under article 85(3) of the treaty of Rome to regulations applied by CBR organising the market for the distribution and servicing of bicycles and related articles in the Netherlands. The commission found that certain clauses concerning, eg the requirement that retailers, wholesalers and assemblers do business in premises in the Netherlands in order to be recognised, the insistence on exclusive dealing, resale price maintenance, the regulation of discounts and sales techniques, constituted infringements of article 85(1) and did not qualify for exemption under article 85(3) of the treaty. (*Official Journal* L20, 25 January 1978.)

78/66/EEC dated 2 December 1977 (reference DGIV 28.948) associations of Breton vegetable growers and dealers. The decision relates to agreements governing the marketing in Brittany of cauliflowers, artichokes and new potatoes; the agreements contained clauses designed to confine dealers to buy exclusively at the auction sales to which they had been admitted, and laid down conditions concerning packing. The commission found that there had been infringements of article 85(1) and ruled that the restrictive conditions should be terminated forthwith. (*Official Journal* L21, 26 January 1978.)

Further information can be obtained from the Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5092.

WHEN WE MOVED INTO THE NORTH SEA THEY THOUGHT WE WERE BANANAS



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Still small enough to care

Combating community tax-dodging

The European community has recently made a positive move against international tax avoidance and evasion by issuing a directive requiring member states' tax authorities to help each other in certain ways in the field of direct taxation. The Inland Revenue describes the directive which may stimulate more frequent and systematic exchanges of tax information.

The directive starts from the premise that multi-national collaboration is needed to combat multi-national tax evasion and avoidance. Evasion is escaping tax by illegal means; avoidance is reducing one's tax by methods, which, though legal, are contrary to the spirit of the tax law.

The EEC takes the view that both evasion and avoidance are undesirable because they lead to budget losses, violate the principle of fair taxation and also tend to distort capital movements and the conditions of competition, thereby preventing the proper operation of the common market. The directive's contribution is to require the tax authorities of EEC countries to exchange information so that they can get their tax assessments right. It sets out detailed rules to regulate the exchanges and provide safeguards for taxpayers. Member states must bring any necessary legislation into force not later than 1 January 1979.

The directive begins with the broad instruction that tax authorities

> shall exchange any information that may enable them to effect a correct assessment of taxes on income and on capital.

More specific provisions enable tax authorities to procure information from each other about particular taxpayers and to set up arrangements for regular automatic exchanges of information in such special categories of case as they may select in consultation with each other. Other provisions require them to volunteer information coming to their notice which indicates that another member state may be losing tax – perhaps in consequence of business dealings by an enterprise through a third country or in consequence of artificial transfer pricing between connected companies.

There are some important restrictions on these wide-ranging requirements. One protects state, trade and professional secrets. Information need not be supplied if

> it would lead to the disclosure of a commercial, industrial or professional secret or of a commercial process, or of information whose disclosure would be contrary to public policy.

The UK and the other member states felt that such a provision was necessary even though it limits the powers of the tax authorities, but the commission fears that the provision may be abused and it will be reviewed after five years in the light of the experience of its use.

Another group of restrictions reflects the fact that national powers to obtain information from taxpayers differ. No country can be required to make inquiries which it could not make for its own purposes, and a country need not supply information if the country which wants it could not provide similar information in return.

There are provisions to safeguard the secrecy of information provided under the directive. The central provision is that

> all information made known to a member state under this directive shall be kept secret in that state in the same manner as information received under its domestic legislation.

But this is qualified so that if the supplying country has tighter secrecy requirements it can call on the receiving country to undertake to honour them, on pain of being denied the information. It is also made clear that the information may be made available only to people directly involved with tax assessments and used only for tax purposes, though the supplying country may authorise wider dissemination if its own laws would so allow. Information may not be disclosed in public court or appeal hearings or in judgments if the supplying country objects.

The directive requires information to be supplied as swiftly as possible and it authorises tax authorities to communicate directly with each other, thus avoiding any need for formal communications through diplomatic channels. It provides for consultations between tax authorities for the purposes of implementing the directive generally and for enabling each country's tax officials to be present in other member countries for the purpose of implementing the exchange of information provisions. It also provides for consultations between the member tax authorities and the commission about the implementation of the directive and about the way that the arrangements are working.

The directive specifically says that its provisions are not to

> impede the fulfilment of any wider provisions for exchange of information which might flow from other legal acts.

Similar provisions for confidential exchanges of information between tax authorities – under which trade and other secrets are similarly protected from disclosure – have in fact been a regular feature of bilateral tax treaties for many years. All the UK's tax treaties with EEC members contain something of the kind, and in principle the directive underlines rather than adds to the UK's bilateral treaty obligations. But its positive approach may stimulate more frequent and systematic exchanges of information within the EEC and the provision of a common set of detailed rules constitutes a re-inforcement of the treaty provisions against international tax avoidance and evasion.

EPO opens soon for patent filing

The European Patent Office (EPO) will be officially open for the filing of European patent applications from 1 June 1978. The EPO is however prepared to accept applications from 1 May 1978, these early applications being assigned the filing date of 1 June 1978. It is also expected – subject to a decision of the Patent Co-operation Treaty (PCT) Assembly at its April meeting – that it will be possible to file PCT applications as from 1 June 1978.

The role of the UK Patent Office in connection with the filing of European applications is governed by the terms of Article 75 of the European Patent Convention, Section 18 of the 1949 Act until 31 May and then Sections 22 and 23 of the 1977 Act.

The result is that, except for European divisional applications, any European application *may* be filed with the UK Patent Office.

However, in the case of applications by residents of the UK, they *must* be first filed with the UK Office unless either, filing with the EPO has been previously authorised by the Comptroller-General, or an application for the same invention has been filed in the UK not less than six weeks earlier and no directions have been imposed. European divisional applications can be filed directly with the EPO; indeed they must be so filed in view of Article 76(1) of the Convention. The UK Office is ready to accept European applications as from 1 May.

Chapter I of PCT entered into force on 24 January and Chapter II will enter into force on 29 March. The present intention is – again subject to the decision of the PCT Assembly in April – that PCT will become operational for both Chapter I and Chapter II on 1 June. If this decision is taken, the UK Patent Office will be prepared to receive PCT applications (whether or not they designate the UK) on and after 1 June. For UK residents the PCT application must be first filed with the UK Patent Office.

As a PCT Receiving Office, it is the UK's intention to designate the EPO as the International Searching Authority. The UK is negotiating a position as an International Preliminary Examination Authority.

Details of the procedure to be followed when filing European and PCT applications with the UK are being worked out and will be published in due course.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,041	10,528	1,830	1,929	£ million		
1970	100.0	31,696	9,453	2,130	1,799	444	325	68	−16	695	−25	720
1971	101.8	32,675	9,682	1,991	1,930	92	−148	52	18	1,057	279	778
1972	104.2	34,542	9,797	1,739	2,071	34	−145	48	15	107	−701	808
1973	110.4	36,062	10,253	1,753	2,414	1,321	597	102	379	−910	−2,354	1,444
1974	109.5	35,361	10,287	2,028	2,414	596	634	81	−109	−3,538	−5,195	1,657
1975	107.9	35,257	10,062	1,745	2,034	−743	−429	−111	−65	−1,649	−3,205	1,556
1976	110.1	35,405	9,724	1,659	1,974	66	5	23	9	−1,166	−3,510	2,344
1977		35,062 pe								109	−1,607	1,716
1976 1st qtr.	110.2	8,829	2,489	405	471	44	0	26	33	−70	−543	473
2nd qtr.	109.6	8,797	2,425	407	489	−57	−66	−20	−45	−352	−909	557
3rd qtr.	109.8	8,880	2,435	421	506	−1	−2	14	16	−399	−1,097	698
4th qtr.	110.8	8,899	2,375	426	508	80	73	3	5	−345	−961	616
1977 1st qtr.	109.8	8,761	2,248	419	507	155	125	51	102	−535	−949	414
2nd qtr.	110.0	8,665	2,231	432	509	235	164	39	−5	−351	−769	418
3rd qtr.	109.9	8,796	2,262	455	528	−81	−45	6	−44	495	−46	449
4th qtr.		8,840 pe								500	65	435 e
% change last 2 qtrs. on prev. 2 qtrs.	−0.3	+1.2	−2.8	+5.0	+2.2							
on a year earlier	+0.2	−0.8	−7.6	+7.1	+4.2							

	Industrial production		Personal expenditure		Prices and earnings				Average gross earnings of all employees (GB, all industries and services covered)	Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry			Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
				monthly averages		% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count	On a balance of payments basis	
	at 1970 prices		at 1971 prices		(not seasonally adjusted)				(old series)				at 1975 prices	
Base of index £m in base year Series in	1970	1970	1971 16,296	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1975 19,462	1975 22,667
1971	100.3	99.4	100.0	108.5	80.0	9.4	104.6	109.0	119.4	775.8	3.4	130.9	84.6	83.3
1972	102.5	102.0	105.3	138.6	85.7	7.1	109.2	114.8	134.8	854.9	3.7	147.3	84.5	92.4
1973	109.9	110.5	110.3	137.1	93.5	9.1	144.5	123.2	152.6	611.0	2.6	307.0	96.8	105.6
1974	106.9	108.8	109.0	102.8	108.5	16.0	215.3	152.0	179.6	599.7[1]	2.6[1]	302.7[1]	103.9	107.9
1975	101.5	102.2	106.7	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0[1]	100.0	100.0
1976	102.0	103.1	106.5	104.7	157.1	16.5	299.0	219.6	263.3	1,269.8[1]	5.4[1]	120.4[1]	109.9	105.5
1977	102.3	103.6	103.8	107.1	182.0	15.8	340.1 p	261.7 p		1,378.2	5.8	155.3[1]	118.9	107.0
1977 1st qtr.	103.3	105.3	103.2	104	174.1	16.5	341.5	248.0	280.2	1,330.2	5.6	..	115.7	109.1
2nd qtr.	102.0	102.9	102.6	102	181.9	17.4	347.7	259.2	285.2	1,330.4	5.6	159.2	117.9	109.8
3rd qtr.	102.5	103.6	104.6	112	184.7	16.5	340.5	267.7	288.4	1,420.8	6.0	150.5	124.2	106.4
4th qtr	101.5 p	102.5 p	104.9	110	187.4	13.1	330.8 p	272.1 p		1,431.5	6.1	157.2	117.9	102.7
1977 Feb.	103.2	105.3	104.0	118	174.1	16.2	339.5	248.2	278.7	1,331.4	5.6	150.5	115.2	103.4
Mar.	103.3	105.5	101.7	102	175.8	16.7	347.2	250.8	283.8	1,321.1	5.6	157.3	116.5	107.0
Apr.	102.4	103.5	102.3	108	180.3	17.5	349.7	255.4	283.1	1,322.6	5.6	158.5	116.1	105.3
May	103.6	105.1	103.2	108	181.7	17.1	348.3	259.8	286.2	1,315.9	5.6	161.2	115.9	109.6
June	100.1	100.1	102.3	90	183.6	17.7	345.2	262.4	286.2	1,352.9	5.7	157.8	121.8	114.5
July	102.6	104.2	105.0	110	183.8	17.6	344.5	265.8	286.5	1,402.2	5.9	152.7	123.2	110.4
Aug.	102.6	103.3	105.2	124	184.7	16.5	338.8	268.1	288.7	1,413.8	6.0	154.1	123.4	101.3
Sept.	102.4	103.3	103.9	103	185.7	15.6	338.1	269.2	290.1	1,446.4	6.1	144.7	125.9	107.5
Oct.	101.1	102.2	103.3	118	186.5	14.1	333.8	271.0	294.6 p	1,433.4	6.1	153.4	119.6	101.4
Nov.	101.3	101.9	103.8	107	187.4	13.0	329.9	272.0	300.2 p	1,432.9	6.1	155.6	115.2	98.5
Dec.	102.1 p	103.3 p	107.0	104	188.4	12.1	328.7 p	273.3 p		1,428.1	6.0	162.7	118.9	108.1
1978 Jan.			106.0 p				326.4 p	276.9 p		1,428.4 p	6.0	182.8 p	112.7 p	114.4 p
% change latest 3 months on prev. 3 months	−0.9	−1.1	+1.5	−2.4	+1.5		−2.5	+1.7	+2.7	−0.1			−6	+3¼
on a year earlier	−1.5	−1.9	+0.3	−2.9	+13.1		−1.5	+14.7	+9.6	+7.8			+1¼	−3

p Provisional pe Preliminary estimate e Estimate .. Not available [1] Average of available months

Inquiries: 01-215 3453

Government statistics: how we consult users and form-fillers

Laurie Berman, director of statistics for the Departments of Industry, Trade, and Prices and Consumer Protection, describes some of the elements in the consultative process on statistical inquiries.

Consultation with a wide range of outside interests is a prime element in the work of the statistical services of the Departments of Industry, Trade, and Prices and Consumer Protection. In some cases the consultations are conducted through statutory advisory bodies appointed by the secretary of state. Recently, for example, discussion within the Distribution Statistics Advisory Committee led to changes in our plans for collecting information about the retail trade.

This committee, and the parallel advisory body on the census of production, represent a wide range of interests – businessmen, academics, users of statistics, and those who provide us with the basic figures. They do not let the government statisticians have it all their own way. Indeed, since the wide variety of statistical series compiled by the statistical services are central to the economic management of the United Kingdom, close consultation with both users and those who provide the basic facts – the form-fillers – is essential.

Consultative process

I should like to describe some of the elements in the consultative process. I should, first, perhaps, stress that while the statistics we compile monitor economic developments and provide a factual basis for government policy decisions, they are also designed, as far as possible, to meet the needs of the business community and of the public at large.

Apart from the two formal advisory committees, a variety of channels are used for consulting interested parties about the form and content of our statistical inquiries. Representative organisations are always consulted when a new inquiry is being planned and when we are considering changes to existing inquiries. Often the views of major contributors are also sought. Major users are always consulted.

'... designed, as far as possible, to meet the needs of the business community.'

During the past years we have consulted, for example, a wide range of trade associations about the annual and monthly retailing inquiries, and the wholesaling inquiry planned for 1978. We are having discussions with the British Insurance Association about insurance company statistics and have discussed with the National Association of Pension Funds changes to the annual inquiry into assets and liabilities of private pension funds. We have also had direct discussions with contributors about extending the quarterly company liquidity survey to cover the sources and uses of company funds.

Comment invited

The inquiry into manufacturing industry's purchases of materials and fuel, which is planned for 1979, provides a further example. Questionnaires have been drafted for each branch of industry. Trade associations having members likely to be covered by the inquiry have been invited to comment on the various input headings proposed for their industries. They have also been asked to suggest ways in which the response might be improved as this is a particularly difficult inquiry for firms.

We keep in fairly close touch in our day-to-day work with many of the trade associations representing different sections of manufacturing industry. We appreciate their expertise and assistance. For example, the regular contact we have maintained over a number of years with the British Footwear Manufacturers' Federation has facilitated recent discussions on changes to the product headings in the quarterly sales inquiry. The revised product descriptions, which were essential to the effective operation of a new import surveillance licensing scheme, have improved the congruence between the production and overseas trade information and made it possible to estimate import penetration more accurately.

Another recent example is the widespread consultations we have had on the introduction of computer-generated 'personalised' statistical forms. These are designed to reduce the burden of form-filling by listing only products which individual firms are known to make. Small firms completing their returns for the quarterly inquiry into manufacturers' sales will receive a single-page form instead of a form with between four and 24 pages, containing up to 200 headings. The Business Statistics Office hopes to introduce these forms in its quarterly inquiries into manufacturers' sales in 1979. Pilot studies have been carried out to make sure that the new developments will be generally welcomed by form-fillers. Trade associations are being kept fully informed and a substantial number of firms have been visited. An article about this development will appear in the February issue of *Statistical News*.

We value very much our collaboration with the statistics working party of the CBI and we pay close attention to its advice. Similarly, on a variety of matters we have sought and welcomed the views of a wide range of other organisations, including the Industrial Marketing Research Association, the Organisation of Professional Users of Statistics, the National Chamber of Trade, the National Economic Development Office and Economic Development Council for the Distributive Trades. Recently, we held a seminar on business statistics with the Trade Union Research unit.

Contributors' problems

We find it helpful to talk to contributors to our ongoing inquiries about the problems they may have in completing the statistical forms we send them and about the nature of the information they provide. Unfortunately, as this can be a time-consuming operation and expensive in resources, we do not do as much of this as I would like. In recent months visits have been paid, for example, to contributors to the quarterly export prospects survey and to the monthly manufacturers' stocks inquiry and to some large retailers.

Consultation is not simply a one way process. Companies collaborating with us in providing information in our statistical inquiries often offer their advice on a wide range of statistical matters of mutual interest. This often helps us in interpreting unexpected movements in the figures. Also, many firms scrutinise our published data in detail and check them against their own sources of information. Representations about the accuracy of the figures are always investigated and sometimes this has led us to seek clarification from respondents about their returns and subsequently to revise published statistics.

It is perhaps inevitable that those most willing to talk to us constructively are those most favourably disposed towards statistics. We recognise this, and it is one of the reasons why we think it is important to explain to the contributors (and non-contributors) to our statistical inquiries why we need their co-operation.

Explaining the purpose

Our belief is that by clearly demonstrating that the information provided really contributes to a valuable statistical series, a better response will be achieved in our statistical inquiries. This is why the Government Statistical Service is planning to do more to explain the purposes of its inquiries and, in particular, the uses made of them by government and the business community.

In designing our statistical inquiries and in running them, we pay particular attention to the views of industry and trade. My colleagues and I are always very willing to consider suggestions and if we and, in the last resort, ministers do not always accept them,

it is because there is a variety of aspects to be taken into account in any proposals for change. These include the need to maintain broad conformity and continuity, the problems of coping with competing demands for additional information with limited resources, the aim to minimise the burden of form-filling, particularly on small firms, and the need to maintain and to improve the timeliness of published results.

Contrary to popular belief, not all the suggestions we receive are concerned with reducing the burden of statistical form-filling; we get just as many complaints about the lack of statistical information. By encouraging outside users and providers of information to keep in touch with us, either directly or through the many available channels, I hope we can achieve the right balance.

Turnover of the catering trades in the fourth quarter

Catering turnover, at current prices and after seasonal adjustment, was 3 per cent higher in the fourth quarter of 1977 compared with the third quarter. For the year 1977 as a whole, catering turnover increased by 12 per cent compared with 1976.

Recent percentage increases compared with corresponding quarters a year earlier (at current prices but *not* seasonally adjusted) for the main kinds of business are:

	All caterers	Licensed hotels and holiday camps	Restaurants, cafes and fish and chip shops	Public houses	Canteens
1976					
3rd qtr	14	18	13	13	14
4th	12	18	13	10	16
1977					
1st qtr	14	21	14	12	18
2nd	10	22	10	7	13 r
3rd	11 r	19 r	9	8 r	12
4th	13	21	17	10	9

The Easter bank holiday fell entirely in the second quarter in both 1976 and 1977.
r Revised figure.

Compared with the fourth quarter of 1976, catering turnover in the fourth quarter of 1977 increased by 13 per cent overall; the increases recorded for the kinds of business were: licensed hotels and holiday camps 21 per cent, restaurants, cafes and fish and chip shops 17 per cent, public houses 10 per cent and canteens 9 per cent.

Turnover of all caterers, seasonally adjusted

Index numbers of turnover per week [1] Great Britain
Value at current prices (turnover in 1969 = £2,533 million)
1969 = 100

	Year	1st qtr	2nd qtr	3rd qtr	4th qtr
1969	100	97	100	102*	103
1970	108	105	108	109	112
1971	118	115	117	119	122
1972	131	125	128	133	138
1973	148	142	146	150	153
1974	170	159	166	173	180
1975	201	187*	198	208	210
1976	230	215	229	237	237
1977	257	246	253	261 r	268

[1] Turnover includes VAT, the quarterly periods consist of 13 weeks except * which are of 14 weeks. The fourth quarter 1977 period was the 13 weeks from 2 October 1977 to 31 December 1977; the fourth quarter 1976 period was the 13 weeks from 3 October 1976 to 1 January 1977.
r Revised figure.

Steel consumption and stocks: fourth quarter 1977

Consumption
Consumption of finished steel in the fourth quarter of 1977 on provisional estimates was 3.88 million tonnes (5.22 million tonnes ingot equivalent) seasonally adjusted.

Receipts
Deliveries from UK producers to consumers and stockholders on provisional estimates were 2.90 million tonnes and imports 0.83 million tonnes; stockholders stocks showed a

Consumption, deliveries and stocks of finished steel

Seasonally adjusted. Million tonnes

		Deliveries			Stocks at end of period			
	Consumption	From UK production to consumers and stockholders	Imports	Total to consumers [1]	Consumers	Stockholders	Total	Number of weeks' use held in stock by consumers and stockholders [2]
1970	17.64	17.10	1.04	17.91	4.15	0.87	5.02	14.4
1971	16.72	14.50	1.41	16.07	3.47	0.71	4.18	13.8
1972	16.75	14.59	2.14	16.72	3.44	0.72	4.16	11.6
1973	18.45	16.80	2.51	19.45	4.44	0.58	5.02	15.0
1974	17.58	15.07	3.29	18.07	4.96	0.87	5.83	17.7
1975	15.45	12.03	3.03	15.01	4.53	0.92	5.45	17.4
1976	15.80	12.66	3.15	15.65	4.37	1.08	5.45	17.5
1977 p	15.37	11.94	2.97	15.01	4.08	0.96	5.04	16.9
1974								
1st qtr	4.36	3.98	0.97	4.92	5.00	0.62	5.62	16.0
2nd	4.59	3.93	0.82	4.62	5.06	0.75	5.81	17.8
3rd	4.25	3.56	0.70	4.19	5.00	0.81	5.81	17.2
4th	4.38	3.60	0.80	4.34	4.96	0.87	5.83	17.7
1975								
1st qtr	4.27	3.55	0.85	4.26	4.95	1.01	5.96	21.0
2nd	3.70	2.88	0.66	3.56	4.82	0.99	5.81	20.3
3rd	3.71	2.76	0.74	3.56	4.67	0.93	5.60	19.3
4th	3.77	2.84	0.78	3.63	4.53	0.92	5.45	17.4
1976								
1st qtr	4.07	3.05	0.84	3.91	4.37	0.90	5.27	17.6
2nd	3.89	3.18	0.72	3.86	4.35	0.94	5.29	18.1
3rd	3.78	3.24	0.70	3.83	4.39	1.05	5.44	17.4
4th	4.06	3.19	0.89	4.05	4.37	1.08	5.45	17.5
1977								
1st qtr	3.75	3.00	0.60	3.61	4.30	1.04	5.34	18.5
2nd	3.76	2.88	0.66	3.61	4.15	0.97	5.12	17.7
3rd	3.98	3.16	0.88	4.03	4.20	0.99	5.19	17.0
4th p	3.88	2.90	0.83	3.76	4.08	0.96	5.04	16.9

[1] Total deliveries to consumers are deliveries from UK production to consumers and stockholders plus imports minus stock build by stockholders. [2] Calculated as stocks divided by weekly consumption in the following quarter, with the exception of the latest quarter when the divisor is weekly consumption in that quarter. p Provisional.

Table 2 Consumption of finished steel by industry group

Seasonally adjusted. Million tonnes

Period	Coal-mining	Railways	Ship-building	Construction	Engineering: Electrical	Engineering: Mechanical	Motors	Hollow-ware	Wire and wire manufactures	Other consuming industries
1970	0.44	0.40	0.68	2.86	0.77	3.83	2.32	1.12	1.25	3.97
1971	0.52	0.37	0.69	3.13	0.74	3.06	2.30	1.23	1.12	3.56
1972	0.47	0.37	0.72	2.99	0.76	3.18	2.21	1.23	1.14	3.68
1973	0.52	0.37	0.65	3.35	0.87	3.73	2.43	1.35	1.23	3.95
1974	0.50	0.48	0.58	3.08	1.07	3.54	2.13	1.33	1.12	3.75
1975	0.52	0.54	0.66	2.53	0.84	3.29	1.65	1.09	0.96	3.37
1976	0.49	0.45	0.56	2.51	0.82	3.33	1.86	1.27	1.03	3.48
1974										
1st qtr	0.09	0.11	0.15	0.89	0.25	0.86	0.50	0.33	0.28	0.90
2nd	0.12	0.12	0.13	0.81	0.28	0.93	0.56	0.37	0.27	1.00
3rd	0.15	0.12	0.15	0.66	0.28	0.86	0.56	0.30	0.29	0.88
4th	0.14	0.13	0.15	0.72	0.26	0.89	0.51	0.33	0.28	0.97
1975										
1st qtr	0.14	0.15	0.18	0.71	0.22	0.92	0.48	0.30	0.27	0.90
2nd	0.12	0.12	0.18	0.65	0.18	0.79	0.37	0.24	0.22	0.83
3rd	0.12	0.14	0.14	0.59	0.22	0.80	0.36	0.28	0.24	0.82
4th	0.14	0.13	0.16	0.58	0.22	0.78	0.44	0.27	0.23	0.82
1976										
1st qtr	0.12	0.12	0.18	0.74	0.22	0.81	0.44	0.30	0.25	0.89
2nd	0.14	0.13	0.14	0.64	0.22	0.81	0.46	0.30	0.24	0.81
3rd	0.12	0.10	0.12	0.61	0.21	0.78	0.48	0.30	0.24	0.82
4th	0.11	0.10	0.12	0.52	0.17	0.93	0.48	0.37	0.30	0.96
1977										
1st qtr	0.10	0.09	0.10	0.53	0.17	0.87	0.47	0.33	0.23	0.86
2nd	0.12	0.08	0.12	0.51	0.16	0.93	0.43	0.32	0.23	0.86
3rd	0.12	0.10	0.09	0.50	0.18	1.03	0.48	0.34	0.21	0.93

small decrease. Total receipts by consumers were 3.76 million tonnes.

Stocks

It is estimated that during the fourth quarter consumer stocks fell by 0.12 million tonnes while receipts were 3.76 million tonnes; estimated consumption was therefore 3.88 million tonnes. The decrease of 0.03 million tonnes by stockholders brings the total decrease in the combined stock held by consumers and stockholders to 0.15 million tonnes. The estimated number of weeks use held in stock by consumers and stockholders is 16.9 weeks.

Provisional figures for the fourth quarter of 1977 for tables 2, 3 and 4 – break down by industry group – are not yet available.

Inquiries: 01-212 5544.

Table 3 Stocks of finished steel by industry group

Seasonally adjusted. Million tonnes

Period	Coal-mining	Railways	Ship-building	Con-struction	Engineering: Electrical	Engineering: Mechan-ical	Motors	Hollow-ware	Wire and wire manu-factures	Other consum-ing industries
1970	0.11	0.12	0.29	1.06	0.14	0.93	0.46	0.16	0.14	0.74
1971	0.13	0.11	0.25	0.84	0.10	0.78	0.37	0.14	0.13	0.62
1972	0.09	0.08	0.27	0.83	0.10	0.80	0.38	0.14	0.12	0.63
1973	0.14	0.09	0.34	1.11	0.15	0.92	0.50	0.19	0.14	0.86
1974	0.19	0.14	0.45	1.22	0.17	1.05	0.46	0.20	0.15	0.93
1975	0.22	0.16	0.51	1.14	0.13	0.90	0.39	0.14	0.15	0.79
1976	0.19	0.12	0.39	1.00	0.13	0.92	0.47	0.17	0.13	0.85
1974										
1st qtr	0.18	0.12	0.37	1.18	0.21	1.04	0.55	0.22	0.16	0.97
2nd	0.20	0.13	0.42	1.23	0.20	1.07	0.49	0.19	0.17	0.96
3rd	0.20	0.13	0.45	1.22	0.19	1.05	0.47	0.19	0.16	0.94
4th	0.19	0.14	0.45	1.22	0.17	1.05	0.46	0.20	0.15	0.93
1975										
1st qtr	0.20	0.13	0.48	1.22	0.16	1.04	0.43	0.20	0.15	0.94
2nd	0.21	0.15	0.51	1.21	0.15	1.00	0.41	0.18	0.13	0.87
3rd	0.22	0.16	0.52	1.20	0.13	0.93	0.41	0.14	0.14	0.82
4th	0.22	0.16	0.51	1.14	0.13	0.90	0.39	0.14	0.15	0.79
1976										
1st qtr	0.22	0.17	0.46	1.05	0.13	0.89	0.39	0.14	0.15	0.77
2nd	0.21	0.15	0.42	1.06	0.12	0.86	0.41	0.16	0.16	0.80
3rd	0.20	0.13	0.40	1.01	0.12	0.91	0.45	0.18	0.16	0.83
4th	0.19	0.12	0.39	1.00	0.13	0.92	0.47	0.17	0.13	0.85
1977										
1st qtr	0.19	0.12	0.37	1.01	0.13	0.90	0.45	0.18	0.13	0.82
2nd	0.19	0.12	0.33	0.99	0.12	0.88	0.44	0.17	0.12	0.79
3rd	0.18	0.12	0.33	0.99	0.12	0.87	0.46	0.19	0.13	0.81

Table 4 Ratio of stocks of weekly consumption by industry group

Number of weeks

Period	Coal-mining	Railways	Ship-building	Con-struction	Engineering: Electrical	Engineering: Mechan-ical	Motors	Hollow-ware	Wire and wire manu-factures	Other consum-ing industries
1970	10	16	22	16	9	14	10	6	6	10
1971	23	17	21	15	8	13	9	6	6	9
1972	9	11	18	13	6	11	8	6	5	8
1973	22	11	29	16	8	14	13	8	7	13
1974	17	12	34	22	10	15	12	9	7	14
1975	23	17	37	20	8	14	12	6	8	12
1976	22	16	42	25	10	13	13	6	6	12
1974										
1st qtr	20	12	36	19	10	15	12	8	8	13
2nd	17	14	37	24	9	16	11	8	8	14
3rd	18	13	38	22	10	15	12	8	7	13
4th	17	12	34	22	10	15	12	9	7	14
1975										
1st qtr	21	14	35	25	11	17	15	11	9	15
2nd	22	14	48	26	9	16	15	8	7	14
3rd	21	16	42	27	8	16	12	7	8	13
4th	23	17	37	20	8	14	12	6	8	12
1976										
1st qtr	20	17	41	21	7	14	11	6	8	12
2nd	23	20	45	22	8	14	11	7	9	13
3rd	23	18	43	26	9	13	12	6	7	11
4th	24	17	45	23	10	13	13	7	7	12
1977										
1st qtr	22	19	39	25	10	13	13	7	7	12
2nd	19	16	46	26	9	11	12	7	7	11
3rd	19	16	46	26	9	11	12	7	8	11

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842.

Net household wealth up in 1976: Economic Trends

Net household wealth in the UK at the end of 1975 is estimated at £284 billion, of which £187 billion was in physical assets (dwellings, land, consumer durables, etc) and £134 billion was financial assets, partly offset by liabilities of £37 billion. The most important financial assets were policyholders' funds in life assurance and pension funds (£32 billion), building society shares and deposits (£23 billion), bank deposits (£19 billion) and listed ordinary shares (£17 billion). The principal debt was loans for house purchase (£24 billion).

The findings, in the Central Statistical Office's recent submission to the Royal Commission on the Distribution of Income and Wealth on personal sector balance sheets, were published for the first time in the latest issue of *Economic Trends* HMSO, £1.95), on 8 February. It was the CSO's response to a recommendation by the royal commission in its first report (Cmnd 6171) that work on sector balance sheets should be given special priority.

During 1976 net wealth of household increased by £41 billion, an overall change which will have included both changes in the quantity of assets held as well as their value. The overall change reflected mainly a rise in wealth held in the form of physical assets although certain items – principally ordinary shares – fell.

New companies registered in Northern Ireland in December

The number of new companies registered in Northern Ireland in December and the total nominal capital are as follows:

	December 1977	January to December 1977	December 1976
Public companies limited by shares	—	1	—
Private companies limited by shares	73	741	72
Private unlimited companies	—	—	—
Public companies limited by guarantee not having a share capital	—	8	1
Private companies limited by guarantee not having a share capital	—	2	2
Private companies limited by guarantee having a share capital	—	—	—
Total nominal capital of companies incorporated	£8 055 605	£36 379 109	£2 876 909

Inquiries: Belfast 34121.

Retailers' stocks in December

Based on the non-seasonally adjusted data of table 1, the level of stocks at book value in December was 17 per cent higher than a year earlier; at constant prices it was 1 per cent higher.

The estimate of the value of physical increase of retailers' stocks at 1970 prices and seasonally adjusted (table 2) suggests a decrease of £127 million in December. Consequently the seasonally adjusted volume of retail stocks is now running at a similar level to that being experienced in the third quarter. This decrease in the level of retail stocks in December coincides with a rise of 3 per cent in the seasonally adjusted volume of retail sales; it also tends to suggest that the large rise in stocks which took place in November reflected to some extent anticipation by retailers of the following month's higher sales.

Notes

1 The book value of retailers' stocks in the United Kingdom at end of December 1971 was £1,872 million.

2 With the introduction of VAT, the book values are being valued exclusive of this tax. There is, therefore, a discontinuity in the series in 1973 between March and April. For the year up to March, 1974, the usual comparisons with a year earlier for the book value series have not been given. From April, 1974, the basis of valuation is comparable with that of a year earlier and the percentages changes have been re-introduced. The estimates at constant prices take account of this method of valuation, and are on a consistent basis throughout.

3 For the estimates at constant prices, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus the relative accuracy with which constant price changes have been measured is likely to have been reduced in recent periods.

4 The statistics given in table 2 were introduced in an article in the issue of 28 March 1975.

5 Long-run series back to 1967 for both table 1 and table 2 were included in the article in *Trade and Industry*, 23 September 1977.

Inquiries: 01-215 3705.

Table 1 Level of retailers' stocks

Index numbers (end 1971 = 100) *and percentage increase on a year earlier* — At cost at end of month

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
At book values												
1971	89	91	94	95	95	97	95	95	98	106	110	100
1972	96	99	101	102	103	105	102	102	104	113	119	106
1973	103	107	112	112	112	117	116	118	123	134	143	132
1974	128	129	135	139	144	145	144	143	149	161	171	154
1975	148	150	157	153	158	160	158	158	168	184	198	178
1976	168	171	181	181	181	181	177	177	190	211	226	203
1977	195	199	219	222	222	225	215	216	229	251	276	236
1971	6	6	6	6	6	7	6	7	7	8	8	8
1972	7	8	8	7	8	8	7	8	7	7	8	6
1973	8	8	10	—	—	—	—	—	—	—	—	—
1974	—	—	—	24	28	24	24	21	21	20	19	17
1975	15	17	17	10	10	10	10	11	13	14	16	15
1976	14	14	15	19	15	13	12	12	13	14	14	14
1977	16	17	21	23	23	25	22	22	21	19	22	17
At constant (1970) prices												
1971	94	96	98	98	97	99	96	96	99	106	111	100
1972	95	97	100	100	100	102	99	99	101	108	114	101
1973	98	101	105	110	114	117	115	115	119	128	135	123
1974	118	117	120	121	123	121	119	117	119	127	132	117
1975	109	108	112	106	108	108	105	104	110	119	127	113
1976	106	106	112	111	110	109	106	105	111	122	128	114
1977	107	107	116	116	115	116	109	109	114	124	135	114
1971	−2	−2	−1	−2	−2	−1	−2	−1	—	2	1	1
1972	1	2	2	2	3	4	3	4	2	2	3	1
1973	3	4	5	10	13	15	16	16	18	18	19	22
1974	20	16	14	10	8	3	3	1	—	−1	−2	−5
1975	−8	−7	−7	−12	−12	−11	−11	−11	−8	−6	−4	−3
1976	−3	−2	—	5	2	1	1	1	1	2	1	1
1977	1	1	4	5	5	6	3	3	3	2	5	1

Table 2 Value of physical increase of retailers' stocks at 1970 prices

Seasonally adjusted — £ million

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1971	9	2	−7	1	−11	19	−6	13	4	24	−14	2
1972	−1	10	−1	13	5	23	−15	24	−24	9	−6	−22
1973	43	25	24	104	57	48	13	24	3	3	14	21
1974	22	−46	4	28	29	−32	5	−16	−26	−19	−14	−44
1975	−25	−31	12	−82	21	—	−8	4	20	33	17	−26
1976	−6	−12	51	−9	−27	−9	−23	16	23	39	5	−39
1977	10	−17	109	5	−24	14	−82	19	19	19	72	−127

See note 2.

Statistics for mail-order businesses

The statistics of retail sales by mail-order businesses published monthly in Business Monitors references SD 1 to SD 4 have been incorrect since April 1977 because of errors of reporting in the monthly retail sales inquiry. The table below gives the series of index numbers for the sales of mail-order businesses, based on the final results of the 1971 census of distribution, on an uncorrected and on a corrected basis. These statistics are a component of the retail sales index and of the statistics of instalment credit business by retailers (Business Monitor SD 8); the revisions to affected series will be made when figures for January are published on 6 March 1978. The effect of the revision on the monthly pattern of total retail sales will be small.

Value of retail sales by mail-order businesses

Index numbers of sales per week, and percentage changes on a year earlier

	Uncorrected		Corrected	
	Index 1971 = 100	Per cent increase on same period of 1976	Index 1971 = 100	Per cent increase on same period of 1976
1977				
Jan	236	19	236	19
Feb	299	22	299	22
Mar	275	16	275	16
Apr	267	29	264	28
May	270	23	273	25
Jun	233	26	222	20
Jul	213	32	203	26
Aug	300	35	276	24
Sep	307	25	290	18
Oct	385	28	357	19
Nov	461	23	432	15
Dec	317	14	307	11
1st qtr	270	19	270	19
2nd	255	26	251	24
3rd	276	30	259	22
4th	382	22	361	15
Year	296	24	285	19

Inquiries: 01-215 3220.

Retail sales: provisional estimate for January

Volume

The provisional estimate of the seasonally adjusted index of the volume of retail sales in January is 106 (1971 = 100).

The estimate suggests that trade fell back slightly from the December level but remained higher than during the rest of 1977. Retail sales in both December and January may have been affected by the backdated reduction in income tax.

Due to the increased trade in December and January the volume of sales in the three months November to January was 1½ per cent higher than in the previous three months.

Value

Based on non-seasonally adjusted data, the provisional estimate of the value of total retail sales in January was 13 per cent higher than in January 1977.

Retail sales: volume and value

	Volume seasonally adjusted index (1971 = 100)		Value not seasonally adjusted – percentage change compared with a year earlier
1976		**1976**	
1st qtr	105.9	1st qtr	+14
2nd	106.9	2nd	+12
3rd	107.3	3rd	+15
4th	105.9	4th	+16
1977		**1977**	
1st qtr	103.2	1st qtr	+14
2nd	102.6	2nd	+13
3rd	104.6	3rd	+15
4th	104.9	4th	+14
1976		**1976**	
Oct	105.9	Oct	+16
Nov	106.6	Nov	+17
Dec	105.2	Dec	+16
1977		**1977**	
Jan	104.5	Jan	+13
Oct	103.3	Oct	+13
Nov	103.8	Nov	+11
Dec	107.0	Dec	+16
1978		**1978**	
Jan	106 p	Jan	+13 p

p Provisional

Notes

The final figures for January will be published in a press notice on Monday, 6 March 1978.

The monthly index numbers of retail sales were revised when the final estimate for December was published. Further details are given in *Trade and Industry* of 10 February.

See also notes with the December provisional estimate (*Trade and Industry*, 20 January, page 136).

Inquiries: 01-215 3705

Wholesale price indices in January

Output prices

The provisional price index for the home sales of manufactured products increased by 1¼ per cent in January to 276.9 (1970 = 100). Some of this increase can be attributed to the annual bunching of price increases at the beginning of the year. This is the smallest January increase since 1973.

The index for manufactured products other than food, drink and tobacco was 1½ per cent higher as a result of increases spread across most sectors. This index rose 2½ per cent in the latest three months compared with 6 per cent in the corresponding period a year earlier.

Higher prices for motor cars and commercial vehicles were mainly responsible for the 2 per cent increase in the index for the vehicles industry. The main contributors to the 3 per cent increase in the index for instrument engineering were process, measuring and control instruments. This index rose 5¼ per cent in the latest three months. The 2 per cent increase in the index for the mechanical engineering sector reflected price increases for a wide range of goods.

Three-quarters of the 2 per cent increase in the steel industries index was accounted for by heavy steel bars and steel tubes.

Higher prices for fertilisers were responsible for half of the 2 per cent increase in the index for the chemicals and allied industries.

The main contributors to the 2 per cent increase in the index for the timber industries were building joinery and domestic furniture.

The index for the paper industries rose by

More about wholesale price indices

Tables 1, 1a and 2	**01-215 3544**
Tables 3a and 4a	
engineering	**01-215 3549**
chemicals, steel, building materials, etc	**01-215 5216**
textiles, clothing, timber, paper, etc	**01-215 3548**
Tables 3b, 4b and 5	**01-215 3173**

Correspondence: Departments of Industry, Trade and Prices and Consumer Protection, Economics and Statistics Division 4, Room 249, Sanctuary Buildings, Great Smith Street, London SW1P 3DB

Table 1 Price index numbers of materials purchased

1970 = 100

1968 SIC		1976	1977				1977								1978
		4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr p	Jan	Jun	Jul	Aug	Sep	Oct	Nov	Dec p	Jan p
Orders III to XIX	Materials and fuel purchased by manufacturing industry:	329.9	341.5	347.7	340.5	330.8	337.8	345.2	344.5	338.8	338.1	333.8	329.9	328.7	326.4
	Materials [1]	339.7	351.6	356.1	347.6	336.8	347.9	353.0	352.0	345.8	344.9	340.2	335.8	334.5	331.7
	Coal (except for carbonising), gas and electricity	236.3	244.8	267.8	273.0	273.3	241.0	271.1	272.9	273.0	273.0	273.1	273.3	273.6	276.6
Orders IV to XIX	Materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	348.4	355.8	359.0	355.8	345.4	353.4	357.2	359.0	354.6	353.9	349.9	344.1	342.3	335.3
	Materials [1]	364.3	371.6	372.0	367.7	355.7	369.4	369.4	371.3	366.3	365.4	360.9	354.2	352.1	343.7
Order III	Materials and fuel purchased by the food, drink and tobacco manufacturing industries	283.1	303.0	320.1	309.8	303.9	297.4	318.3	314.2	307.8	307.3	303.8	303.9	304.1	310.9
	Materials and fuels purchased by selected broad sectors of industry														
211 to 229	Food manufacturing industries	288.7	309.4	322.9	308.0	302.7	302.3	319.1	314.2	304.9	305.0	302.2	303.0	302.8	310.9
	Materials	289.5	310.3	323.4	307.8	302.3	303.1	319.4	314.2	304.6	304.7	301.8	302.6	302.4	310.8
	Fuel [2]	268.0	283.7	309.1	312.2	311.6	281.3	312.4	313.3	311.9	311.4	311.4	311.6	311.7	313.4
211 to 229 (excluding MLH 219	Food manufacturing industries (excluding animal and poultry foods)	284.9	307.1	321.2	308.0	302.4	299.1	317.7	313.8	304.9	305.4	302.0	302.9	302.2	309.5
Order V	Chemicals and allied industries	310.3	319.3	330.4	327.0	326.7	316.6	329.4	328.5	326.0	326.5	327.7	325.6	326.7	324.3
311 and 312	Steel industries	299.5	303.7	319.7	324.4	327.9	301.5	320.2	321.7	325.0	326.5	326.8	328.4	328.5	327.9
321 to 323	Non-ferrous metals industry	205.4	222.3	220.0	213.6	213.9	215.5	215.9	216.3	212.1	212.5	215.4	211.8	214.5	206.6
Order VII (excluding MLH 342)	Mechanical engineering industries	274.9	283.7	289.1	294.4	301.7	281.8	289.8	292.6	295.1	296.9	301.3	301.5	302.2	305.2
Order IX	Electrical engineering industries	238.1	249.2	252.3	251.4	254.6	245.1	250.8	251.4	250.5	252.3	254.8	253.6	255.4	256.8
Order X	Shipbuilding and marine engineering industries	266.2	275.9	281.7	285.4	294.3	273.6	282.6	284.8	285.5	285.8	293.8	294.3	294.7	296.7
Order XII	Metal goods industries	291.4	298.2	302.6	305.8	312.4	294.2	301.1	303.4	305.1	309.0	313.5	312.4	311.3	313.7
Order XIII	Textile industries	298.8	298.6	297.1	290.3	286.9	298.6	294.5	293.9	289.6	287.4	288.8	285.2	286.8	285.1
Order XV	Clothing and footwear industries	231.0	240.9	246.9	249.3	250.4	239.0	247.3	249.0	249.0	249.8	250.0	250.3	250.9	253.6
461, 464 and 469	Bricks, cement, etc, industries	282.4	298.3	313.8	321.4	325.6	294.1	318.4	320.2	321.6	322.5	324.8	325.5	326.5	330.5
462 and 463	Pottery and glass industries	274.6	289.4	306.3	315.9	320.3	285.9	311.2	314.7	315.8	317.1	319.8	320.3	320.8	324.5
Order XVII	Timber industries	307.0	319.9	327.4	329.5	324.4	317.6	328.9	330.8	330.8	327.4	325.9	323.9	323.3	323.6
481 to 484	Paper industries	304.7	312.5	317.6	314.1	291.8	310.9	318.3	318.4	312.2	311.7	294.9	291.9	288.5	282.4
Order XX	Construction materials	271.5	284.0	294.0	301.4	305.5	279.5	297.3	300.3	302.0	301.8	304.4	305.6	306.4	308.1
Part of Order XX	House building materials	276.3	288.6	299.8	308.2	311.0	283.5	303.7	306.7	309.2	308.7	310.2	311.2	311.6	312.9

[1] Includes crude oil and coal for carbonising. [2] Includes petroleum products. p Provisional.

Table 1a Price index numbers of materials and fuel purchased by selected sectors of industry

1970 = 100

1968 SIC		1976	1977				1977								1978
		4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr p	Jan	Jun	Jul	Aug	Sep	Oct	Nov	Dec p	Jan p
361	Electrical machinery industry	256.2	264.2	268.3	271.3	276.8	261.9	268.3	270.1	270.9	273.0	276.8	276.3	277.2	279.7
362	Insulated wires and cables industry	187.0	198.6	197.7	188.9	188.9	193.5	193.9	192.1	187.2	187.5	189.5	187.1	190.1	189.8
364	Radio and electronic components industry	248.4	259.5	266.7	270.7	275.4	255.9	267.3	269.4	270.2	272.6	275.2	275.1	276.0	278.5
368	Domestic appliances industry	246.3	255.0	260.2	264.6	269.2	252.4	260.8	263.1	264.1	266.7	268.9	269.1	269.7	272.4
369	Electrical goods industries n.e.s.	240.9	254.2	259.0	259.7	264.1	249.1	257.4	259.0	258.7	261.5	263.9	263.5	265.0	265.4
381	Motor vehicle industry	276.3	285.2	291.0	298.4	304.1	282.9	292.4	295.2	298.5	301.5	303.4	304.4	304.4	307.7
411	Man-made fibres industry	275.8	277.8	284.6	286.5	284.7	276.3	286.0	287.5	285.9	286.0	285.4	284.0	284.8	283.4
414	Woollen and worsted industry	338.4	333.3	315.9	309.0	306.7	340.4	313.9	312.5	309.5	305.1	310.1	305.0	305.0	297.3
422/1	Household textiles and handkerchief industry	257.5	269.3	277.5	275.5	271.8	265.4	278.0	277.6	275.2	273.8	272.8	271.6	270.9	272.5
450	Footwear industry	231.6	239.3	245.6	248.5	249.6	236.2	246.2	247.2	248.5	249.9	249.4	249.7	249.6	253.0
481	Paper and board making industry	318.4	318.1	325.1	318.2	284.3	314.9	325.6	324.6	315.5	314.5	288.9	284.6	279.4	270.6

p Provisional.

¼ per cent in January after showing no significant movement in the previous two months.

Higher prices across a range of products, especially milk, partially offset by lower coffee prices were responsible for the ¼ per cent increase in January in the index for the output of the food manufacturing industries. This index increased by 1 per cent in the latest three months.

The change in the index for all manufactured products measured over a 12-month period fell sharply, from 15¼ per cent in December to 13 per cent in January.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry fell by ¾ per cent in January to 326.4. This index has now fallen for nine successive months, and is 3½ per cent lower than in January 1977.

The index for materials purchased by manufacturing industry other than the food, drink and tobacco industries fell by 2½ per cent in January, mainly because of the effect of the further appreciation of sterling on import prices. Crude oil accounted for half the fall, and other significant contributors were non-ferrous metals and woodpulp. This index has fallen by 4¾ per cent in the latest three months.

Higher electricity prices were responsible for the 1 per cent increase in the index for coal, gas and electricity.

Lower prices for tin and, to a lesser extent, lead and copper were mainly responsible for the fall of 3¾ per cent in the index for materials and fuel purchased by the non-ferrous metals industry. Whereas higher gold prices accounted for about half the ¾ per cent increase in the index for the metal goods industry.

The index for the paper industries again fell in January, reflecting lower prices for imported woodpulp. This index has now fallen for six successive months and is 9¼ per cent lower than in January 1977.

Crude oil and to a lesser extent palm oil were responsible for the ¾ per cent decrease in the index for chemicals and allied industries.

A further decrease in wool prices, offset to some extent by higher cotton prices, accounted for the ½ per cent fall in the textile industries index.

Higher prices for heavy steel bars were the main contributors to the increase of 1 per cent in the index for the mechanical engineering industries.

Soda ash was the main contributor to the 1¼ per cent increase in the index for the pottery and glass industries. There were also higher prices for china clay and electricity.

The 2¾ per cent rise in January in the index for materials purchased by the food manufacturing industries was the result of higher prices for both home-produce and imported materials, in particular milk, fish, imported cereals and tea; these higher prices were partially offset by lower prices for cocoa beans.

Notes on wholesale price indices

1 Detailed notes on index numbers of wholesale prices were last shown in *Trade and Industry*, 13 May 1977.

2 The index numbers are constructed on a net sector basis. This is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

3 All the index numbers are compiled exclusive of value added tax and (before its abolition) of purchase tax. Revenue duties (on cigarettes and manufactured tobacco, alcoholic liquor, matches and mechanical lighters) are included. The duty on hydrocarbon oils is excluded from output price series that cover these products (unless specifically noted to the contrary) but is included in series for materials and fuel purchased by sectors of industry.

4 Firm and provisional indices, at all levels of aggregation, include imputation for items for which there is no current price information. Additional provisional figures will be published for those indices where there are insufficient returns to allow accurate imputation.

5 Revisions to firm index numbers will only be made if they are significant. These revisions will be notified when the series are next published.

6 A list of commodities produced in the United Kingdom supplementary to those shown in table 3a is published in table 4a in April, August and December. Similarly a list of commodities wholly or mainly imported into the United Kingdom supplementary to those shown in table 3b is published in table 4b.

Table 2 Price index numbers of output (home sales)

1970 = 100

1968 SIC		1976	1977				1977								1978
		4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr p	Jan	Jun	Jul	Aug	Sep	Oct	Nov	Dec p	Jan p
Orders III to XIX	Output of manufactured products	233.9	248.0	259.2	267.7	272.1	244.9	262.4	265.8	268.1	269.2	271.0	272.0	273.3	276.9
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries	241.2	254.5	264.4	272.9	279.1	251.0	267.0	270.2	273.3	275.1	277.6	279.3	280.5	284.6
	Output of selected broad sectors of industry														
211 to 229	Food manufacturing industries	252.2	267.3	282.9	294.7	294.2	263.9	288.9	295.1	294.7	294.2	294.0	292.8	295.7	297.2
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	247.3	262.5	279.1	293.7	296.0	259.3	285.5	292.9	293.9	294.3	295.3	294.6	298.3	300.1
Order V	Chemicals and allied industries	228.8	239.7	248.5	256.9	261.3	237.8	251.0	255.7	257.1	258.0	260.1	261.4	262.4	267.5
Order VI	Metal manufacturing	271.8	283.8	286.4	291.9	300.3	280.5	285.7	288.7	291.6	295.3	300.6	299.7	300.6	304.5
311 and 312	Steel industries	300.2	311.0	313.1	321.6	334.7	309.5	313.3	316.7	321.3	326.7	334.3	334.8	334.9	341.7
Orders VII to XII	Engineering and allied industries	236.3	248.1	258.3	267.6	275.2	244.1	260.9	264.1	268.5	270.3	273.1	275.3	277.1	281.7
Order VII (excluding MLH 342)	Mechanical engineering	244.5	255.7	264.3	273.2	281.3	252.6	266.4	270.2	273.4	275.9	279.1	281.6	283.3	288.9
Order VIII	Instrument engineering	203.7	211.6	217.3	227.4	233.3	210.1	218.3	224.5	228.0	229.7	231.2	232.2	236.4	243.3
Order IX	Electrical engineering	214.1	223.1	232.6	237.8	245.6	220.1	234.2	236.3	237.7	239.3	242.9	246.6	247.3	248.6
Order XI (excluding MLH 383)	Vehicles	260.0	277.1	293.5	308.6	316.4	268.9	298.3	300.8	311.6	313.4	314.6	315.8	318.7	324.9
Order XII	Metal goods industries n.e.s.	253.6	263.5	272.1	278.2	287.3	261.2	273.6	276.7	278.2	279.8	286.1	287.4	288.5	292.2
Order XIII	Textile industries	219.9	234.9	241.6	244.7	247.6	232.4	242.7	244.1	244.6	245.4	246.8	247.5	248.4	253.0
Order XV	Clothing and footwear	193.7	202.4	206.6	213.3	218.7	201.5	208.4	211.2	212.8	215.9	217.4	219.0	219.6	222.5
441 to 445 and 449	Made-up clothing	188.5	195.5	198.4	204.4	209.8	195.1	200.1	202.1	203.8	207.3	208.8	209.9	210.8	212.5
461, 464 and 469	Bricks, cement, etc, industries	265.6	279.8	294.7	309.5	317.7	273.4	301.9	307.0	309.5	312.1	315.9	318.2	318.9	321.3
462 and 463	Pottery and glass industries	241.5	251.4	266.2	272.2	285.1	247.2	268.4	268.8	270.2	277.6	281.8	286.0	287.5	290.2
Order XVII	Timber industries	248.5	266.6	275.7	280.8	286.3	261.7	278.1	279.2	280.7	282.4	285.4	286.4	287.1	292.7
481 to 484	Paper industries	266.0	278.5	284.4	290.1	294.9	277.7	286.2	288.1	289.5	292.7	294.5	295.0	295.3	296.0

p Provisional

Table 3a Commodities produced in the United Kingdom (published monthly)

1970 = 100

1968 SIC		1977 Jan	1977 Oct	1977 Nov	1977 Dec p	1978 Jan p
	Mining and quarrying					
101	Coal	356.1	410.4	410.4	410.5	410.5
102	Stone and slate quarrying and mining	296.0	327.0	329.1	331.0	333.0
102/1	Granite and limestone roadstone	275.4	307.1	308.8	308.9	310.8
	Coated limestone roadstone	351.5	381.5	385.0	385.0	386.1
	Granite and other chippings	249.3	297.6	277.2	277.9	281.6
103	Chalk, clay, sand and gravel extraction					
	Sand and gravel – ex pit or works	259.2	327.6	330.1	331.7	332.6
	Sand and gravel – delivered	209.6	256.9	258.5	261.4	262.5
	Food, drink and tobacco					
240	Tobacco	190.6	214.3	214.3	214.3	219.7
	Coal and petroleum products					
261	Coke ovens and manufactured fuel					
	Foundry coke	404.2	468.7	468.7	468.7	468.7
262	Mineral oil refining					
	Petroleum products	475.3	497.6	497.6	497.6	497.6
	Motor spirit two star (including duty)[1]	221.4	226.8	226.8	226.8	226.8
	Medium fuel oil (950-secs including duty)[1]	462.9	505.4	505.4	505.4	505.4
	Derv fuel (including duty)[1]	217.0	240.6	240.6	240.6	240.6
263	Lubricating oils and greases	269.7	291.6c	293.4	293.4	293.4
	Chemical and allied industries					
271	General chemicals	268.8	290.7	291.1	291.4	294.2
271/1	Inorganic chemicals (including inorganic gases)	258.8	285.3	286.1	286.6	292.0
271/2	Organic chemicals (including organic gases)	297.4	308.7	309.0	309.4	310.1
272	Pharmaceutical chemicals and preparations					
	Pharmaceutical chemicals	229.4	268.9	268.9	273.5	277.6
	Pharmaceutical preparations	208.0	226.6	229.4	231.7	236.3
273	Toilet preparations	206.5	230.3	230.7	231.6	236.4
274	Paint	247.5r	277.8	280.4	280.6	281.2
276	Synthetic resins and plastics materials and synthetic rubber					
276/1	Synthetic resins and plastics materials	232.9	247.9	249.0	250.0	252.3
	Polyolefin moulding materials	245.7	248.2	247.8	247.7	250.4
	Polyvinyl chlorides	262.7	283.0	283.0	283.8	286.7
279	Other chemical industries					
279/3	Explosives, fireworks, etc	275.0	301.4	301.4	303.6	307.7
	Metal manufacture					
311/2	Steel					
	Steel sheets	289.2	307.5	307.6	307.6	312.5
	Electrical steel sheets	296.0	234.9	325.9	325.9	325.9
	Stainless steel sheets	234.6	235.5	235.5	235.5	235.5
	Uncoated steel sheets (other than stainless and electrical)	299.7	318.7	318.7	318.7	325.8
	Galvanised steel sheets	289.9	314.0	314.5	314.5	314.5
	Tinplate	274.0	335.8	335.8	335.8	335.8
	Semi-finished steels	348.5	359.5	359.5	359.5	359.5
	Semi-finished steels for forgings (other than drop forgings)	362.5	382.6	382.6	382.6	382.6
	Semi-finished steels for alloy stainless products (except sheets and tubes)	302.8	316.4	316.4	316.4	316.4
	Semi-finished steels for drop-forgings and stampings	352.2	373.8	373.8	373.8	373.8
	Semi-finished steels for tubes	359.7	367.2	367.2	367.2	367.2
	Semi-finished steel for forgings (other than drop forgings) (using Public Sector indicators	360.1	379.4	379.4	379.4	379.4
	Finished steels (other than sheets, tinplate, tubes, forgings and castings)	313.6	334.2	334.8	334.8	340.7
	Steel wire rods	319.7	320.7	322.6	322.6	322.6
	Heavy steel rails and fishplates	346.7	375.4	375.4	375.4	375.4
	Steel plates (alloy)	284.8	341.6	341.8	341.8	341.8
	Steel plates (non-alloy)	303.5	353.0	354.7	354.7	354.7
	Steel sheet piling	330.7	357.7	357.7	357.7	391.8
	Heavy steel bars and sections	331.3	353.7	353.7	353.7	384.2
	Light re-rolled bars and sections	333.6	330.7	330.7	330.7	330.7
	Hot rolled steel strip	356.9	357.3	357.3	357.3	357.3
	Bright steel bars (non-alloy)	315.7	337.2	337.2	337.2	337.2
	Cold rolled steel strip (non-alloy)	313.1r	329.9	329.9	329.9	329.9
	Alloy steel bars and rods, black (excluding stainless)	279.1	299.1	299.1	299.1	299.1
	Finished stainless steels	249.1	256.2	256.2	256.2	261.2
	High speed tool and magnet steel	262.6	297.5	297.5	297.5	297.5
	Steel castings	279.2	309.8	311.5	313.3	313.3
	Carbon steel castings	283.5	315.1	317.6	320.1	320.1
	Stainless and heat resisting alloy steel castings	239.0	269.2	269.4	269.6	269.6
	Other alloy steel castings	306.4	353.1c	336.6	338.3	338.3
	Structural steel	321.1	332.0	332.1	332.1	347.7
	Forgings (other than drop forgings)	384.9	414.9	415.1	416.2	419.4
312	Steel tubes					
	Steel tubes and fittings	333.0r	361.7	361.8	361.9	381.2
	Steel tubes (other than electric conduit tubes)	336.0r	364.8	364.8	364.8	385.6
	Non-alloy steel tubes, hot finished	357.4r	388.5	388.5	388.5	417.6
	Pipe fittings	279.7	306.5	306.5	308.3	309.5
313	Iron castings etc	306.0	337.8	338.2	338.9	342.5
313/3 and 313/4	Iron castings	297.3	327.9	328.3	329.2	333.4
313/4	Other iron castings					
	Cast and spun iron pipes and fittings	310.3	336.6	337.0	340.2	340.3
321	Aluminium and aluminium alloys					
	Wrought aluminium	258.1	295.4	293.0	294.9	298.2
	Aluminium : Rolled	257.6	308.0	304.1	307.9	307.9
	Extruded and drawn aluminium products – other than wire	267.7	299.8	295.7	299.3	299.3
	Aluminium : castings	260.6	286.5	285.6	285.2	293.7
	Aluminium : Forgings	231.0	269.3	269.3	269.3	290.0
322	Copper, brass and other copper alloys					
	Copper tubes	165.3	156.3	151.1	153.3	155.0
	Brass ingots	167.2	148.9	144.7	145.8	145.8
	Mechanical engineering					
331	Agricultural machinery	275.0	308.0	312.0p	314.5	318.2
	Soil preparation and cultivating machinery	272.5	302.4	307.6	311.1	320.1
	Harvesting, threshing, feed-processing machinery etc.	275.0	321.8	323.3	325.7	328.1
	Pick-up balers	282.7	339.5	339.5	339.5	339.5
	Grinding mills and meal mixers	259.9	291.5	293.1	307.6	313.3e
	Milking machines	264.2	289.5	289.5p	289.5	292.9e
	Other agricultural machinery (spraying machinery, general purpose elevators and conveyors, etc)	252.2	281.6	300.3	303.4	305.2e
332	Metal-working machine tools	275.4	307.7	308.7	313.8	320.3
332/1	Metal-cutting machine tools	278.3	312.6	313.4	319.8	326.6
332/2	Metal-forming machine tools	266.4	302.0	302.8	302.8	307.7
333	Pumps, valves, compressors, fluid power equipment	242.3	267.7	269.7p	270.8	277.9e
333/1	Pumps	232.2	261.4	264.7	266.0	266.9
	Kerbside petrol and oil measuring pumps	238.2	259.6c	265.3	265.3	265.5
	Industrial pumps	231.8	261.5c	264.6	266.0	266.9
	Centrifugal, turbine and axial flow pumps	234.7	267.1	272.0	274.1	275.5
333/2	Industrial valves	267.1	282.8	283.3	284.6	301.0e
	Iron valves	275.3	295.2	295.6	297.2	305.2e
	Steel vales	273.2	285.5	286.3	286.5	315.9e
	Non-ferrous valves	252.0	268.2	268.4	270.9	277.9e
333/3	Air and gas compressors	246.3	297.2	297.5p	298.0	298.4e
333/4	Fluid power equipment					
	Oil/hydraulic fluid power equipment	228.3	249.1	254.4p	255.7	260.7e
	Pneumatic fluid power and control equipment	193.5	222.1	222.1	222.1	223.0e
334	Stationary internal combustion engines and steam turbines	251.7	287.7	290.3	290.8	298.8
336	Construction and earth-moving equipment	258.2	293.8	296.5	297.8	301.2e
	Contractors' plant and parts	257.5	293.2	296.0	297.2	300.6e
	Excavators, trenchers, diggers, etc.	285.2	319.5	324.1	325.4	330.3
	Concrete mixers	242.3	288.0	288.0	290.4	290.7
	Dumpers	247.4	287.3	287.3	287.3	287.3e
	Crawler tractors	237.9	262.0	268.0	269.4	274.2e
	Crushing and screening plant and parts	259.7	292.6	292.6	296.9	299.7
337	Mechanical handling equipment	244.2	274.8	277.6	278.4	284.0e
337/2	Cranes	246.6	272.2	273.6	273.8	281.2e
337/4	Lifting and winding devices	252.9	277.0	277.5	277.6	292.5e
337/5	Powered industrial trucks and tractors	261.1	295.0	299.8	300.4	304.2e
339/1	Mining machinery	224.5	241.4p	241.4p	243.5	246.8e
339/3	Commercial and industrial refrigeration machinery	251.3	278.4	278.7	279.1	283.4
339/5	Scales and weighing machinery	258.8	287.7	296.9	300.9	301.6
339/6	Portable power tools	229.6	249.4	249.9	250.5	253.9
339/7	Food and drink processing machinery	246.4	280.8	281.1	281.7	286.4e
339/8	Bottle washing, bottling, packaging, labelling and canning machinery	242.0	266.0p	270.4p	271.3	278.0e
339/9	Miscellaneous machinery	248.3	278.1p	282.2p	283.4	290.0e
	Instrument engineering					
352	Clocks, watches and time recorders	231.6	251.9	251.9	254.2	261.1e
354	Scientific and industrial instruments and systems	210.6	231.2	232.3p	236.3	244.0e
354/1	Optical instruments					
	Microscopes	194.9	230.1	230.1	230.1	230.1
354/2	Other scientific and industrial instruments					
	Process measuring and control instruments	221.4	245.2	205.2	254.8	261.4e
	Analytical instruments	197.4	211.5	214.2	215.8	223.2e
	Spectrophotometers and absorptiometers	163.3	173.6	177.6	177.6	186.9e
	Electrical testing, measuring and control instruments	199.7	217.4	219.6	219.6	228.7e

Table 3a continued

1968 SIC		1977 Jan	Oct	Nov	Dec p	1978 Jan p
	Electrical engineering					
365	Broadcast receiving and sound reproduction equipment	160.1	171.2	171.9	171.8	172.6e
365/1	Gramophone records and pre-recorded tapes	197.0	221.2	221.2	221.2	221.2
	Gramophone records	203.5	229.1	229.1	229.1	229.1
	Pre-recorded tapes – cassettes	199.7	219.9	219.9	219.9	219.9
	Pre-recorded tapes – cartridges	170.1	189.2	189.2	189.2	189.2
365/2	Other broadcast receiving and sound reproduction equipment	156.1	165.7	166.4	166.4	167.3e
	Domestic television receivers[2]	158.9	169.0	169.2	169.1	170.2e
	Domestic television receivers – colour[2]	144.2	152.9	154.0	153.5	154.7e
	Domestic television receivers – monochrome[2]	163.1	173.6	173.6	173.6	174.7e
	Record players and tape recorders	149.9	154.7	156.6	156.4	157.3e
368	Domestic electrical appliances	201.4	231.5	236.1	236.5	237.8
	Domestic electrical cooking appliances	209.9	239.0	245.9	245.9	246.2
	Electric cookers	208.1	241.9	247.9	247.9	247.9
	Domestic electrical heating appliances	215.9	245.4	249.4	251.1	255.2e
	Electric fires	218.7	253.1	253.1	253.1	259.7e
	Electric water heaters, wash boilers, etc	264.4	296.4	309.0	309.0	309.6
	Electric vacuum cleaners and polishers	209.2	253.8	255.3	255.3	255.3
	Domestic electric flat irons	231.2	263.6	273.4	273.4	274.2e
	Domestic refrigerators, gas and electric	194.0	218.0	219.4	219.4	222.8e
	Domestic electric refrigerators	202.4	228.5	230.5	230.5	231.4e
369/2 and 369/3	Batteries and accumulators	248.2	279.7	283.3	283.3	284.9e
369/4	Electric lamps and fluorescent tubes	201.8	240.6	240.6	240.6	240.6
	Vehicles					
380	Wheeled tractors	332.3	381.7	388.2	393.4	399.7
381	Motor vehicles					
	Passenger cars	259.5	307.8	308.5	311.0	318.2
	Passenger cars[3]	236.6	280.6	281.3	283.6	290.1
	Commercial and public service vehicles	283.6	337.6	338.4	343.9	350.1
	Commercial vehicles	286.6	341.6	342.0	347.6	354.2
	Commercial vehicles and chassis not exceeding 3.5 tons Gross Vehicle Weight	284.8	343.5	343.7	347.8	355.4
	Commercial vehicles and chassis exceeding 3.5 tons but not exceeding 16 tons Gross Vehicle Weight	296.8	346.5	346.9	355.2	360.7
	Commercial vehicles and chassis exceeding 16 tons Gross Vehicle Weight	268.6	305.6	308.6	318.4	320.1
	Commercial vehicles not exceeding 1½ tons Gross Vehicle Weight	284.7	347.5	347.5	350.3	358.6
	Commercial vehicles and chassis over 1½ tons Gross Vehicle Weight	285.0	332.1	333.5	340.0	345.6
	Public service vehicles	275.1	323.0	327.3	332.5	334.4
	Metal goods not elsewhere specified					
390	Engineers' small tools and guages					
	Engineers' cutting tools	223.2	260.7	263.1	264.2	265.6
	Engineers' cutting tools: diamond	187.4	204.9	206.3	207.9	219.2
	Engineers' cutting tools and parts : non-diamond	225.2	262.0	264.7	265.8	266.5
	Hacksaw blades	234.4	294.4	294.4	294.4	295.4
391	Hand tools and implements	273.2	316.4	316.4	320.0	330.3
392	Cutlery and tableware, etc	245.8	266.6	266.9	273.4	281.2
393	Nuts and bolts, etc	317.2	347.4	347.1	344.5	351.1
	High tensile steel nuts and bolts	335.4	353.8	353.5	351.0	357.4
399	Metal industries not elsewhere specified					
399/1	Metal furniture, office and works equipment	229.2	248.5	249.7	253.2	258.3
	Metal non-domestic furniture	239.9	258.9	260.6	265.4	270.4
	Metal chairs	200.7	219.4	220.3	226.6	227.8
	Metal cabinets	232.9	251.9	251.9	261.1	268.3
399/2	Metal windows and door frames					
	Metal windows	396.6	427.7	436.5	436.5	436.8
399/9	Domestic gas appliances	209.2	232.5	233.1	235.1	237.7
	Gas cookers	209.7	232.1	232.5	232.7	236.6
	Gas water heaters and wash boilers	230.1	253.4	253.4	253.4	255.7
	Gas fires and space heaters	199.6	224.7	226.0	232.3	232.5
	Gas water heaters and gas fires	208.0	232.6	233.5	238.1	238.9
399/12	Miscellaneous metal goods					
	Catering equipment	231.8	254.4	257.3	258.0	258.0
	Plumbers' brassware	210.1	224.1	224.1	224.1	226.5
	Domestic oil burning appliances	259.8	282.1	293.0	293.0	299.9
	Textiles					
411	Man-made fibres production	191.3	197.4	196.2	196.6	200.2
412	Spinning and doubling on the cotton and flax systems	243.1	230.7	228.3	228.8	231.9
	Cotton yarns, cotton-spun man-made fibres yarns and mixtures of both	276.2	257.3	253.5	253.6	257.3
413	Weaving of cotton, linen and man-made fibres	246.6	257.9	257.8	257.4	260.2
	Woven cotton cloth in the loomstate	259.5	262.6	261.1	260.5	263.9
	Man-made fibres fabrics in the loomstate	230.3	244.4	245.4	245.5	248.2
414	Woollen and worsted	278.5	291.8	293.9	294.0	295.8
414/2	Worsted spinning	263.5	275.4	276.8	276.8	278.9
	Yarns of wool spun on the worsted system	282.1	295.8	295.7	295.2	297.4
	Yarns of man-made fibres spun on the worsted system	201.5	213.6	215.5	216.6	218.6
417	Hosiery and other knitted goods	190.9	205.8	206.9	207.1	211.1
419	Carpets and rugs	237.3	257.2	257.4	258.6	267.4
	Carpets	237.2	256.7	256.8	258.0	267.1
	Carpets – woven	262.8	285.1	285.4	286.9	299.7
	Tufted carpets	186.5	200.4	200.4	200.9	202.8
429	Other textile industries					
429/1	Asbestos manufactures	232.5	251.6	253.7	259.2	271.1
	Leather, leather goods and fur					
431/1	Leather for footwear	211.0	213.7	213.7	213.7	218.4
	Clothing and footwear					
450	Footwear – including rubber footwear	218.9	239.7	242.9	243.0	249.8
	Bricks, pottery, glass, cement, etc					
461	Bricks, fireclay and refractory goods	280.4	327.2	328.6	329.8	332.4
461/1	Refractory goods including bricks	292.2	342.1	342.4	342.6	345.5
461/2	Non-refractory goods including building bricks	274.8	320.3	322.1	323.8	326.3
	Building bricks – delivered	287.8	327.0	333.9	333.9	336.4
	Engineering bricks – delivered	310.6	339.3	339.3	339.3	354.0
463	Glass	251.7	287.4	292.6	293.8	296.2
463/1	Glass other than containers	248.8	281.3	284.1	285.0	287.9
	Flat glass (including safety and silvered glass)	241.4	278.8	279.0	279.7	281.3
	Glazing sheet and plate glass	226.3	265.5	265.5	265.5	265.5
463/2	Glass containers	256.0	296.5	305.2	306.9	308.6
464	Cement	270.4	314.6	314.6	314.6	314.6
	Cement – delivered in bulk	269.8	314.6	314.6	314.6	314.6
	Cement – delivered in bags	271.7	314.6	314.6	314.6	314.6
469/2	Building materials not elsewhere specified	273.8	314.4	317.3	317.9	320.5
	Precast concrete products	261.0	296.4	299.6	300.9	303.8
	Precast concrete pipes – delivered	307.9	353.3	365.3	371.1	372.1
	Precast concrete manholes – delivered	240.1	274.9	285.8	288.4	288.9
	Plaster gypsum	243.9	276.6	276.6	276.6	276.6
	Mastic asphalt	266.3	301.0	301.2	300.8	300.8
	Timber, furniture, etc					
471/1	Timber sawmilling					
	Homegrown hardwood – sawn	271.7	315.6	315.8	317.6	321.0
471/2	Building joinery	312.0	333.0	333.1	332.8	339.1
	Timber structures and structural components	314.9	322.0	321.4	320.3	333.4
	Door sets, doors and door frames (excluding hardwood doors architecturally designed)	317.2	349.7	350.6	350.6	352.8
	Windows and window frames (wood)	326.8	372.4	373.0	373.8	374.9
	Other building joinery (ie architectural and general joinery)	330.7	344.1	344.1	344.1	346.8
472	Furniture and upholstery	231.9	255.6	256.4	258.0	264.4
	Domestic furniture	227.0	252.2	253.1	255.0	259.8
	Non-upholstered furniture – domestic	237.2	265.6	265.9	268.4	273.5
	Bedroom furniture	207.3	230.0	230.1	234.4	234.9
	Bookcases, bookshelves, bureaux, occasional furniture	229.7	256.9	257.0	257.3	270.7
	Dining room furniture	234.0	267.2	267.4	268.9	278.9
	Kitchen furniture	262.6	295.8	296.3	298.0	302.9
	Upholstered furniture	210.5	230.3	232.3	233.3	237.6
	Two and three-piece suites	201.0	218.3	220.3	220.7	222.6
	Fireside chairs – open wood arm easy chairs	235.9	258.9	262.2	266.5	279.5
473	Bedding, etc	250.6	294.2	295.8	295.8	299.9
	Upholstered spring interior mattresses	252.1	291.1	294.3	294.3	294.3
	Divan sets	273.4	313.6	313.6	313.6	322.5
	Paper, printing and publishing					
481	Paper and board	284.1	290.1	289.0	289.0	288.8
	Printings and writings – excluding newsprint	285.8	285.8	285.8	285.8	285.8
482	Packaging products of paper, board and associated materials					
482/1	Cardboard boxes, cartons and packing cases – fibreboard	272.6	295.2	296.5	297.0	297.6
482/2	Packaging products of paper and associated materials					

Table 3a Commodities produced in the United Kingdom continued

1968 SIC		1977 Jan	Oct	Nov	Dec p	1978 Jan p
483	Manufactured stationery	285.3	304.5	305.7	306.0	306.9
484	Manufactures of paper and board not elsewhere specified					
484/1	Wallpaper	239.1	259.8	259.8	259.8	261.0
489	Other printing, publishing, bookbinding, etc					
	General printing, bookbinding, etc	223.3	239.6	240.2	240.6	242.2
Other manufacturing industries						
491	Rubber manufactures					
491/1	Rubber tyres and tubes	224.4	258.3	258.3	258.4	259.6
492	Linoleum, plastics, floor covering and leathercloth					
	Linoleum and felt base	221.1	254.2	257.8	263.7	270.6
102/1 and 103 and 312	Part Aggregates for concrete	227.1	259.6c	261.4	262.7	264.5
361/2 and 362 and 369/5	Part Electrical installation materials, domestic	230.9	262.4	265.7	264.8	268.4e
338 and 399/1 and 399/3 and 472	Part Office equipment and machinery	209.5	226.7	227.5	229.8	238.3
399/1 and 472	Part Office furniture	262.0	279.2	280.2	283.4	295.8
412 and 414	Part All spun man-made fibres yarns	215.0	229.9	230.5	231.2	234.2

[1] Index based on scheduled outer zone prices for minimum bulk loads of 500 gallons (motor spirit 1000 gallons) exclusive of rebates. [2] Excludes sales to rental companies. [3] Inclusive of purchase tax (before its abolition), VAT and car tax. p Provisional. e Estimates which are subject to possible major revisions. r Revised. c Correction.

Addendum to table 3a. Confirmation of figures previously published as provisional

1968 SIC		1977 Sep
331	Agricultural machinery	305.2
	Other agricultural machinery (spraying machinery, general purpose elevators and conveyors, etc)	275.7
333	Pumps, valves, compressors, fluid power equipment	265.1
333/3	Air and gas compressors	293.5
339/6	Portable power tools	245.3
339/7	Food and drink processing machinery	271.8

Correction to table 3a

1968 SIC		Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
399/1 and 472	Part Office furniture	1977	—	—	—	—	—	—	—	—	277.6	—	—	—

Table 3b Commodities wholly or mainly imported into the United Kingdom (pubiished monthly)

1970 = 100

	1977 Jan	Oct	Nov	Dec p	1978 Jan p
Hides and skins	372.5	317.5	315.7	329.7	349.6
Non-ferrous metals:					
Aluminium, virgin ingot delivered	241.5	265.7	265.7	265.7	265.7
Copper [1]	138.4	116.2	110.1	115.5	110.2
Lead [1]	255.6	274.2	274.9	292.2	269.0
Tin, ingot min. 99.75% [1]	361.7	449.4	450.3	451.3	407.3
Zinc [1]	325.9	234.8	234.3	235.8	216.1
Zinc [2]	362.9	302.2	274.9	268.2	240.4
Natural rubber	281.6	286.6	269.6	257.8	245.4
Sulphur, crude cif (for acid making)	297.2	275.1	275.1	275.1	263.5
Textiles:					
Raw cotton, all types	385.3	281.2	266.0	268.1	277.0
American types, cif Liverpool	381.8	279.4	264.4	267.8	274.8
Egyptian types, cif Liverpool	402.5	290.0	274.3	269.6	287.8
Raw wool – all types	364.5	330.3	320.0	311.5	295.1
Imported	358.9	326.8	317.1	309.2	289.8
Imported, merino	323.7	299.0	293.1	289.9	274.6
Imported, fine crossbred	360.9	322.0	316.4	310.1	289.2
Imported, medium and coarse crossbred	462.5	418.5	396.8	377.3	349.1
British types	396.2	350.0	336.4	324.2	324.8
Timber:					
Imported hardwood (ex-yard or wharf)	336.2	365.7	365.3	365.5	364.4
Imported plywood (delivered to consumers)	324.9	327.7	326.2	325.6	325.3 e
Imported softwood (delivered to consumers)	381.7	370.1	365.2	362.7	360.4 e
Woodpulp, imported	352.2	285.7	277.9	267.9	249.5

[1] LME settlement price. [2] Producer's price. p Provisional. e Estimates which are subject to possible major revision.

Table 5 United Nations index numbers of world export prices [1]

1970 = 100

		Primary commodities: Total $	£	Purchasers' currencies	Primary commodities: Agricultural non-food $	£	Purchasers' currencies	Non-ferrous metals $	£	Purchasers' currencies	Primary commodities and non-ferrous metals [2] $	£	Purchasers' currencies
1974	1st qtr	303	318	274	232	244	209	160	168	144	284	298	256
	2nd qtr	304	304	263	229	229	198	183	183	159	288	287	249
	3rd qtr	309	315	274	221	225	196	142	145	126	287	292	254
	4th qtr	320	330	284	212	213	186	126	130	111	294	303	258
1975	1st qtr	312	313	261	201	202	168	124	124	101	287	287	240
	2nd qtr	299	309	250	198	204	166	121	125	101	275	284	230
	3rd qtr	295	333	261	196	220	173	118	133	105	271	306	240
	4th qtr	301	354	271	191	224	172	116	136	104	276	324	249
1976	1st qtr	306	368	279	202	243	184	120	144	109	281	338	256
	2nd qtr	310	412	289	212	282	198	135	179	126	286	381	267
	3rd qtr	314	427	291	227	308	211	140	190	130	291	395	270
	4th qtr	316	459	290	232	337	213	131	190	120	291	423	267
1977	1st qtr	340	476	310	242	339	221	141	197	129	313	439	286
	2nd qtr	348	486	314	250	349	225	142	198	128	320	447	289
	3rd qtr [3]	341	472	304	229	317	204	137	189	122	314	434	279
	4th qtr [4]	*331*	*438*	*286*	*221*	*293*	*191*	*143*	*190*	*124*	*306*	*405*	*264*
1978	*January* [4]	*340*	*422*	*284*	*229*	*284*	*191*	*146*	*181*	*122*	*314*	*390*	*262*

[1] Published by the UN in terms of US dollars. For convenience the index numbers are also shown in sterling and in terms of purchasers' currencies by converting the dollar index at prevailing exchange rates. [2] This combined index is not published as such by the UN. [3] Provisional. [4] Projections by Department of Industry.

Price Commission index in January

The rise in the Price Commission index over the six months to January was 6.0 per cent expressed as an annual rate. The corresponding figure for December was also 6.0 per cent and for November 5.8 per cent.

The flatter trend in the underlying rate of notified price increases has continued. However, the effect of the low level of notifications in August and September 1977 after the Price Commission Act came into force will cease to be reflected in the six-monthly increases over the next two months.

The Price Commission index is based on price increases proposed to the commission by larger concerns. They cannot make the increases until 28 days after notification and in practice the time lag may be greater than this.

The table compares movements in the commission index with other official indices over six months in terms of annual rates.

Inquiries: 01-222 8020 ext. 753.

Percentage changes over six-month periods in Price Commission index, retail price index and wholesale price index: annualised rates

Six months to	Price Commission index	Retail price index [1]	Wholesale price index [2]
1975			
January	22.9	20.0	27.0
February	26.9	23.3	27.0
March	27.9	25.3	27.7
April	27.4	29.5	26.6
May	21.5	36.0	29.2
June	20.3	34.8	27.2
July	19.0	32.1	22.8
August	15.5	31.4	21.0
September	14.8	27.5	18.3
October	16.1	21.8	16.5
November	19.3	14.9	12.8
December	19.4	14.1	13.7
1976			
January	15.5	13.6	14.1
February	16.3	13.2	14.8
March	16.6	12.6	14.6
April	15.0	13.6	15.3
May	12.0	13.3	16.6
June	13.1	12.6	16.0
July	12.6	12.9	15.2
August	12.4	13.2	16.1
September	13.5	14.5	17.7
October	17.0	14.4	18.3
November	19.4	14.2	19.3
December	18.2	15.2	19.5
1977			
January	18.2	18.0	24.1
February	19.0	18.4	23.4
March	20.8	18.7	22.8
April	17.4	19.7	23.3
May	16.1	20.0	22.6
June	15.0	19.6	22.4
July	14.4	15.6	17.8
August	11.6	14.9	16.7
September	7.8	14.1	15.2
October	7.3	9.9	12.6
November	5.8	8.7	9.4
December	6.0	7.4	8.5
1978			
January	6.0	..	8.5

[1] Excluding seasonal foods. [2] Manufactured products.

Long runs of key figures: Economic Trends annual supplement

Real personal disposable income increased by more than 120 per cent between 1948 and 1976, and personal saving was 14.6 per cent of personal disposable income in 1976 compared with 1.8 per cent in 1947.

Basic weekly wage rates in manufacturing industry increased by nearly 390 per cent between 1956 and 1976.

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M 7 Acquisitions and mergers of industrial and commercial companies for fourth quarter 1977

1973 Report on the Census of Production (price including postage shown in parentheses)

PA 104 Petroleum and natural gas (67p)

PA 219 Animal and poultry foods (67p)

PA 271.1 Inorganic chemicals (67p)

PA 339.5 Scales and weighing machinery and portable power tools (92½p)

PA 339.7 Food and drink processing machinery and bottling machinery (92½p)

PA 341 Industrial (including process) plant and steelwork (92½p)

PA 381.2 Trailers, caravans and freight containers (£1.07p)

PA 384 Locomotives, railway track equipment, railway carriages, wagons and trains (67p)

PA 411 Production of man-made fibres (67p)

PA 415 Jute (67p)

PA 416 Rope, twine and net (67p)

PA 417.2 Warp knitting (92½p)

PA 601 Gas (67p)

PA 603 Water supply (67p)

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Vehicle production: provisional estimates for January

Provisional estimates of vehicle production in the United Kingdom in the four weeks ending 28 January 1978 are shown below. More detailed production figures are due to be published on 23 February.

Thousands

	No of weeks	Passenger cars: Recorded	Passenger cars: Recorded seasonally adjusted (monthly average)	Commercial vehicles: Recorded	Commercial vehicles: Recorded seasonally adjusted (monthly average)
1975	52	1 268	106	380.7	31.7
1976	53	1 333	111	372.1	31.0
1977	52	1 328	111	386.4	32.2
1977					
Jan	4	121	125	33.4	37.1
Feb	4	97	99	32.4	33.6
Mar	5	115	94	41.0	34.5
Apr	4	115	134	28.3	30.7
May	4	141	129	37.6	35.0
Jun	5	118	102	32.6	27.9
Jul	4	76	106	26.4	32.8
Aug	4	80	99	22.8	33.2
Sep	5	117	123	34.8	32.5
Oct	4	104	100	32.9	31.3
Nov	4	114	103	29.8	28.8
Dec	5	130	114	34.6	29.0
1978					
Jan	4	113	118	29.9	33.3
Aug-Oct 1977			109		32.6
Nov 1977-Jan 1978			112		30.6
Percentage change			+3		−6

Inquiries: 01-212 0788.

Made-up clothing: orders and deliveries in November

In the three months ended November 1977, deliveries by the clothing industry were provisionally estimated to have been 5 per cent lower than in the preceding three months while net new orders were 10 per cent lower. Orders-on-hand at the end of November 1977 were 6 per cent lower than the end-August 1977 level. (These comparisons are based on the seasonally adjusted series in the accompanying tables).

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

Inquiries: 01-212 0116.

Made-up clothing

Index numbers of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973	155		123		117	
1974	145		115		114	
1975	142		118		115	
1976	135		118		114	
1975						
1st qtr	135	139	116	124	116	121
2nd	165	151	133	119	114	112
3rd	129	141	97	114	114	115
4th	142	149	128	117	116	112
1976						
1st qtr	126	130	109	113	113	114
2nd	148	135	126	116	106	109
3rd	134	147	108	128	120	122
4th	135	142	129	117	118	113
1977						
1st qtr	145	150	127	131	122	124
2nd p	154	140	123	116	115	120
3rd p	137	150	119	142	128	130
1976						
Jan	129	128	94	111	102	123
Feb	128	130	115	117	116	113
Mar	126	130	117	111	119	107
Apr	132	131	128	117	105	104
May	150	134	149	122	111	118
Jun	148	135	101	109	103	105
Jul	147	148	102	137	117	122
Aug	136	143	88	114	108	122
Sep	134	147	135	134	136	123
Oct	132	137	151	116	133	113
Nov	138	134	141	112	123	112
Dec	135	142	94	122	99	113
1977						
Jan	143	142	113	133	108	130
Feb	139	141	127	129	129	125
Mar	145	150	140	132	129	116
Apr p	153	152	133	122	116	115
May p	161	144	136	106	116	117
Jun p	154	140	101	120	113	127
Jul p	147	147	117	156	129	134
Aug p	139	146	101	130	114	129
Sep p	137	150	140	139	140	127
Oct p	136	141	152	116	148	126
Nov p	142	137	141	112	130	119

p Provisional.

Footwear industry: orders, deliveries and stocks in November

In the three months ended November 1977 deliveries in the footwear industry were estimated to be 6 per cent higher on a seasonally adjusted pairage basis than in the three months ended August 1977. Net new orders were 4 per cent higher than in the previous three months, while at the end of November orders on hand were 12 per cent lower on the August 1977 level. The index of output in the three months ended November 1977 was 8 per cent higher than in the three months ended August 1977.

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumers' expenditure, prices and employment is published in the Business Monitor production series under the reference PQ 450.

The index of output is calculated from the value of total sales and work done by firms classified to the footwear industry (minimum list heading 450 of the standard industrial classification). In using the index numbers it should be borne in mind that when price increases are large, the various problems associated with constructing a constant price value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

The data on pairage and value relate to complete footwear only sold by manufacturers classified to MLH 450 and to other industries (eg rubber) in the SIC, employing 25 or more persons.

Inquiries: 01-212 6787.

Index of output: orders on hand, net new orders, deliveries and stocks of complete footwear

Monthly averages or monthly totals

	Index of output 1970 = 100	Orders-on-hand (end period)		Net new orders			Deliveries			Stocks (end period)
		Million pairs	£m	Million pairs		£m	Million pairs		£m	Million pairs
1966		33.6					16.4			
1967		37.8		16.5			16.1			
1968	113	41.6		17.3			17.0			
1969	108	34.6		15.9			16.5			
1970	100	38.9		16.6			16.2			
1971	108	32.5	55.7	15.7			16.2		23.8	19.4
1972	104	29.5	59.6	15.2		24.8	15.4		24.5	18.5
1973	108	46.2	85.2	17.1		30.5	15.7		28.4	16.5
1974	107	44.3	79.5	14.3		30.9	14.4		31.3	18.0
1975	101	38.8	91.8	13.2		36.2	13.7		35.1	15.8
1976	101	46.8	132.9	13.8		42.8	13.1		39.4	14.4
	Seasonally adjusted	Actual	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual
1975 1st quarter	106	36.2	63.2	11.9	11.0	31.3	14.6	14.6	36.7	18.3
2nd	95	41.2	82.4	14.0	13.4	36.8	12.3	13.1	30.4	23.1
3rd	101	33.1	70.0	11.4	13.9	33.1	14.1	13.8	37.2	17.4
4th	101	38.8	91.8	15.5	14.6	43.4	13.6	13.4	36.1	15.8
1976 1st quarter	101	42.6	89.2	14.6	13.1	38.9	13.3	12.9	39.8	19.0
2nd	99	46.3	107.5	12.8	12.8	40.4	11.5	12.4	34.3	20.9
3rd	99	36.9	89.7	10.0	12.0	34.7	13.2	12.8	40.7	17.2
4th	106	46.8	132.9	17.6	16.9	57.3	14.3	14.1	42.9	14.4
1977 1st quarter	107	57.6	140.9	17.4	16.0	51.7	13.8	13.5	49.0	14.7
2nd	106	57.4	154.2	12.7	12.3	48.2	12.8	13.8	43.7	17.2
3rd p	105	48.4	111.4	10.6	13.0	35.9	13.6	13.2	50.2	14.1
1976 January	105	38.9	88.2	13.2	13.4	33.9	13.1	13.8	37.6	
February	104	40.0	89.3	14.1	13.2	40.3	12.9	12.8	39.2	
March	94	42.6	89.2	16.5	12.8	42.5	13.9	12.1	42.6	
April	95	43.2	94.4	12.2	9.7	39.7	11.6	12.0	34.5	
May	103	48.0	108.4	15.9	15.4	47.0	11.1	13.1	33.0	
June	100	46.3	107.5	10.2	13.4	34.4	11.8	12.2	35.3	
July	95	40.8	90.7	6.3	10.3	20.2	11.8	12.2	37.0	
August	97	38.1	87.9	8.8	11.4	33.7	11.4	12.0	36.6	
September	105	36.9	89.7	15.1	14.2	50.3	16.2	14.1	48.5	
October	104	44.9	111.7	23.6	19.0	67.6	15.6	14.2	45.7	
November	101	45.9	126.0	15.6	12.7	59.1	14.6	13.1	44.8	
December	111	46.8	132.9	13.6	19.1	45.0	12.6	15.2	38.1	
1977 January	105	51.8	133.8	16.8	17.9	42.7	11.9	13.1	41.8	
February	111	54.2	136.9	16.4	15.4	52.6	14.0	13.8	49.5	
March	104	57.6	140.9	19.1	14.8	59.7	15.6	13.7	55.7	
April	98	60.4	153.5	14.8	12.3	53.0	12.0	12.9	40.3	
May	113	62.6	164.0	15.8	14.7	56.4	13.7	15.4	45.9	
June	107	57.4	154.2	7.5	9.9	35.2	12.7	13.1	45.0	
July p	98	54.7	136.8	9.2	15.7	25.3	11.9	12.8	42.6	
August p	107	48.1	125.0	6.6	8.2	36.9	13.2	13.2	48.7	
September	110	48.4	111.4	15.9	15.1	45.6	15.6	13.6	59.2	
October p	114	45.7	131.7	13.1	10.5	78.1	15.7	14.2	57.9	
November p	112	42.4	137.8	11.8	9.6	63.1	15.2	13.6 [1]	57.0	

p Provisional.

[1] Based on early returns, seasonally adjusted deliveries in December are expected to be 14½ million pairs.

Stylish crepe-de-chine dress from the 1978 spring/summer collection of Jean Varon of London.

Wool textile industry: output in November and exports in fourth quarter

The volume of production in the wool textile industry (as measured by the seasonally-adjusted index of production) in November 1977 was 2 per cent less than in November 1976. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-November 1977 woven fabrics (excluding blankets) were 5 per cent higher than in January-November 1976; deliveries of worsted yarns (excluding semi-worsted yarn) were 1 per cent higher. Production of wool and hair tops was 7 per cent less and that of man-made fibre tops was 1 per cent less.

Notes to Export of wool textile products table

[1] From the first quarter 1976 figures are not strictly comparable with previous periods. [2] Excluding mechanical cloths from January 1940. [3] Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen or worsted felts; and other made-up textile articles, not individually specified in the export lists of sheep,' or lambs' wool or fine animal hair. Other commodities of, or containing, wool or animal hair not included in the table: sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair.

Inquiries: 01-212 0017 or 01-212 6474.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn[1]	Worsted yarn[2]	Woven fabrics (excluding blankets)[1]		Blankets[3]
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kg					million sq m		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974	112.6	43.9	54.8	122.5	87.2	92.1	82.6	28.1
1975	110.6	46.8	44.4	112.1	75.5	76.8	74.6	24.7
1976	119.7	56.5	47.2	108.0	80.8	73.6	69.4	22.8
1976								
1st qtr	31.0	13.8	11.6	29.4	20.6	16.9	18.2	6.5
2nd	30.5	14.5	12.1	27.9	20.3	19.6	16.9	4.4
3rd	27.6	13.4	10.6	23.7	18.2	19.4	16.9	5.2
4th	30.6	14.6	13.0	27.0	21.7	17.9	17.5	6.5
1977								
1st qtr	32.4	15.3	12.6	30.0	23.1	19.6	18.8	6.7
2nd	29.8	13.9	11.9	27.2	20.2	21.1	18.1	4.8
3rd	24.5	11.1	10.4	23.1	17.5	19.7	16.4	4.4
1976								
January	10.0	4.5	4.3	9.5	6.4	5.1	5.8	2.6
February	9.6	4.2	3.2	9.2	6.6	5.3	5.9	1.9
March	11.4	5.1	4.1	10.7	7.6	6.5	6.5	2.0
April	10.4	5.0	3.9	9.5	7.0	5.7	5.5	1.5
May	10.2	4.8	4.6	9.3	7.0	7.0	5.6	1.4
June	9.9	4.7	3.6	9.1	6.3	6.9	5.8	1.5
July	8.7	4.6	3.8	7.1	5.9	6.1	5.6	1.5
August	8.3	3.5	2.8	7.7	5.3	6.0	4.6	1.7
September	10.6	5.3	4.0	8.9	7.0	7.3	6.7	2.0
October	10.5	4.9	4.9	9.4	7.9	7.1	6.0	2.2
November	10.9	5.4	4.4	9.6	7.7	6.0	6.2	2.2
December	9.2	4.3	3.7	8.0	6.1	4.8	5.3	2.1
1977								
January	10.3	5.0	4.0	9.0	7.2	5.8	5.9	2.4
February	10.2	4.8	4.0	9.1	7.5	6.2	6.0	2.2
March	11.9	5.5	4.6	10.8	8.4	7.6	6.9	2.1
April	9.6	4.6	3.8	8.6	6.4	6.6	5.7	1.7
May	11.1	5.2	4.7	10.0	7.6	7.4	6.6	1.6
June	9.1	4.1	3.4	8.6	6.2	7.1	5.8	1.5
July	7.9	4.2	3.9	6.5	5.6	6.0	5.2	1.1
August	7.6	2.9	2.9	8.4	5.4	6.5	5.2	1.6
September	9.0	4.0	3.6	8.2	6.5	7.2	6.0	1.7
October	9.1	3.9	4.4	9.2	7.1	6.9	6.4	2.0
November		4.5	3.6	9.5	7.4	6.7	6.5	2.1

[1] Estimated. [2] From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the worsted yarn headings. In November deliveries of semi-worsted yarn were 0.8 million kg. [3] Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of wool textile products

	Total	Wool tops[1]		Yarns		Woven fabrics[2]		Other wool textile products[3]
	£m	£m	Mn kg	£m	Mn kg	£m	Mn sq m	£m
1968	114.80	23.94	25.44	20.44	14.34	66.14	69.42	4.28
1969	125.41	26.55	26.01	23.32	16.08	71.08	69.46	4.45
1970	117.25	20.38	21.08	23.37	15.85	70.00	62.51	3.50
1971	106.82	16.28	18.66	23.28	15.88	62.57	54.30	4.70
1972	118.49	19.80	20.51	27.28	18.13	66.48	56.32	4.93
1973	172.32	38.06	21.36	36.95	18.28	91.08	60.39	6.24
1974	180.44	26.15	16.15	41.56	15.56	105.84	52.80	6.89
1975	165.22	28.53	16.19	37.42	13.83	92.08	43.33	7.20
1976	219.07	50.55	20.71	56.03	17.04	104.28	44.58	8.21
1977	294.82	56.92	17.43	77.53	18.02	151.29	51.81	9.08
1975								
1st qtr	36.93	5.19	4.04	8.33	3.07	21.79	10.43	1.62
2nd	42.17	6.97	3.30	9.36	3.54	24.27	10.77	1.57
3rd	41.80	7.98	4.47	8.66	3.17	23.76	11.86	1.40
4th	44.32	8.39	4.38	11.07	4.05	22.26	10.27	2.61
1976								
1st qtr	43.48	10.96	5.06	11.13	4.04	19.52	9.30	1.87
2nd	56.27	13.35	5.34	13.70	4.36	27.41	11.65	1.82
3rd	55.38	11.64	4.42	13.57	3.98	28.22	12.21	1.95
4th	63.94	14.59	5.89	17.64	4.66	29.14	11.42	2.57
1977								
1st qtr	71.46	18.02	5.43	20.04	5.02	30.89	11.91	2.51
2nd	75.23	15.83	4.84	19.89	4.65	37.18	12.74	2.33
3rd	75.83	11.69	3.52	17.81	3.94	43.46	14.28	2.87
4th	72.30	11.38	3.64	19.79	4.41	39.76	12.88	1.37

Current account of the United Kingdom balance of payments for January

The current account for January is estimated to have been in deficit by £179 million, following the surplus of £74 million in December.

The deficit on trade in goods in January was £324 million, some £250 million more than in December. A substantial improvement in the balance of trade in precious stones was more than offset by erratic movements elsewhere. Exports were valued at £2,629 million and imports, £2,953 million. The balance on invisibles is projected to have been running at a monthly surplus of about £145 million.

Latest three months

In the three months ended January, there was a current account surplus of £111 million, compared with a surplus of £720 million in the previous three months. Just under half of this reduction reflected adverse movements in the more erratic elements of visible trade (ie North Sea installations, precious stones, ships and aircraft) and an increase in the deficit in trade in oil.

In the latest three months, visible trade was in deficit by £324 million, while the surplus on invisibles is projected at £435 million.

Current account on balance of payments basis

VISIBLE TRADE (tables 4, 5 and 6)

January

In January, there was a deficit on visible trade of £324 million, £253 million more than the December figure. The increase in the deficit reflected a fall of £150 million in the value of exports and a rise of £103 million in imports. There were favourable movements of around £120 million in the more erratic elements of trade (ie North Sea installations, precious stones, ships and aircraft), which resulted almost entirely from reduced imports of these goods. In addition the deficit in trade in oil was reduced by around £40 million, although imports of crude oil remained high. On the other hand, these favourable movements were more than offset by erratic movements in other items of trade (eg food imports).

In terms of volume, exports fell by 5 per cent in January and imports were up by 6 per cent. The export unit value index rose slightly in January and the import unit value index fell by 1½ per cent reflecting a further rise in sterling. The terms of trade rose by 2 per cent.

Three months ended January

In the three months ended January, there was a visible trade deficit of £324 million, compared with a surplus of £275 million in the previous three months. A reduction of around £220 million in the surplus in the more erratic items of trade (especially precious stones) from an unusually high level, together with an increase of some £40 million in the deficit on trade in oil, accounted for just

Table 1 Current account

£ million, seasonally adjusted

	Current balance	Visible trade: Visible balance	Visible trade: Exports fob	Visible trade: Imports fob	Invisibles: Balance	Invisibles: Credits	Invisibles: Debits
1977 2nd quarter	−351	−769	7 926	8 695	+418	3 877	3 459
3rd quarter	+495	+46	8 543	8 497	+449	4 024	3 575
4th quarter	+500	+65	8 205	8 140	+435 [1]	n.a.	n.a.
1977 August	+308	+158	2 851	2 693	+150 [2]	Monthly figures of credits and debits are not available	
September	+202	+52	2 897	2 845	+150 [2]		
October	+210	+65	2 761	2 696	+145 [1]		
November	+216	+71	2 665	2 594	+145 [1]		
December	+74	−71	2 779	2 850	+145 [1]		
1978 January	−179	−324	2 629	2 953	+145 [1]		
1977 Aug-Oct	+720	+275	8 509	8 234	+445 [1]		
Nov-Jan 1978	+111	−324	8 073	8 397	+435 [1]		

[1] Projections, subject to revision as information becomes available. [2] One-third of the appropriate calendar quarter's estimate; monthly figures of invisibles not available. n.a. Not available.

Table 2 Current balance, visible trade and invisible trade

Balance of payments basis

£ million seasonally adjusted

	Current balance	Visible trade: Visible balance	Visible trade: Exports fob	Visible trade: Imports fob	Invisible balance
1976	−1 166	−3 510	25 422	28 932	+2 344
1977	+109	−1 607	32 176	33 783	+1 716
1976 1st quarter	−70	−543	5 655	6 198	+473
2nd quarter	−352	−909	6 171	7 080	+557
3rd quarter	−399	−1 097	6 499	7 596	+698
4th quarter	−345	−961	7 097	8 058	+616
1977 1st quarter	−535	−949	7 502	8 451	+414
2nd quarter	−351	−769	7 926	8 695	+418
3rd quarter	+495	+46	8 543	8 497	+449
4th quarter	+500	+65	8 205	8 140	+435 [1]
1977 August	+308	+158	2 851	2 693	+150 [2]
September	+202	+52	2 897	2 845	+150 [2]
October	+210	+65	2 761	2 696	+145 [1]
November	+216	+71	2 665	2 594	+145 [1]
December	+74	−71	2 779	2 850	+145 [1]
1978 January p	−179	−324	2 629	2 953	+145 [1]
1977 August-October	+720	+275	8 509	8 234	+445 [1]
November-January 1978	+111	−324	8 073	8 397	+435 [1]
Percentage change [3]			−5	+2	

[1] Projections, subject to revision as information becomes available. [2] One third of the appropriate calendar quarter's estimate; monthly figures of invisibles are not available. [3] Percentage change: latest three months on previous three months. p Provisional estimates. r Revised estimates.

Table 3 Invisibles

£ million seasonally adjusted

	Invisibles: Total: Balance	Invisibles: Total: Credits	Invisibles: Total: Debits	of which private sector and public corporations [1]: Balance	Credits	Debits
1976	+2 344	14 016	11 672	+4 607	12 877	8 270
1976 1st quarter	+473	3 152	2 679	+993	2 884	1 891
2nd quarter	+557	3 355	2 798	+1 093	3 077	1 984
3rd quarter	+698	3 669	2 971	+1 261	3 359	2 098
4th quarter	+616	3 840	3 224	+1 260	3 557	2 297
1977 1st quarter	+414	3 752	3 338	+1 085	3 459	2 374
2nd quarter	+418	3 877	3 459	+1 096	3 572	2 476
3rd quarter	+449	4 024	3 575	+1 135	3 650	2 515
1977 October	+145 [2]					
November	+145 [2]					
December	+145 [2]	n.a.	n.a.	n.a.	n.a.	n.a.
1978 January	+145 [2]					

[1] Excluding general government transactions and all transfers. [2] See note [1] of table 2. n.a. Not available.

under half of the worsening of some £600 million between the two periods. Exports in the three months ended January were valued at £8,073 million, 5 per cent (£436 million) below the level of the previous three months. Export volume fell by 6 per cent (or by 4½ per cent excluding the more erratic factors). The value of imports in the three months ended January was £8,397 million, 2 per cent (£163 million) higher than in the earlier period. Import volume rose by 3½ per cent (or by 3 per cent excluding the more erratic factors). In the latest three months, the export unit value index rose by 1 per cent, while the import unit value index fell by 1 per cent; the terms of trade index rose by 2 per cent.

INVISIBLES (table 3)

The surplus on invisibles – services, interest, profits and dividends and transfers – is projected to be running currently at £145 million a month. The latest estimates of invisibles relate to the third quarter of 1977 when credits on services and other transactions were £4,024 million and debits £3,575 million, giving a surplus of £449 million for the quarter (a monthly average of £150 million). Invisibles of the private sector and public corporations, excluding transfers, were in surplus by £1,135 million in the third quarter (a monthly average of £378 million).

Area and commodity analysis of visible trade on an overseas trade statistics basis

EXPORTS

By area (table 7)

In the three months ended January, the value of exports to the developed countries fell by 4½ per cent in comparison with the previous three months. Deliveries to the EEC also fell by 4½ per cent, while the value of goods dispatched to the Rest of Western Europe was 5½ per cent lower. Exports to north America were down by 6 per cent. Shipments to the other developed countries rose by 2 per cent. Exports to the developing countries in aggregate rose by 5½ per cent in the three months ended January; shipments to the oil exporting countries were 1½ per cent higher, while exports to the other developing countries rose by 10 per cent. The value of shipments to the centrally planned economies fell by 9½ per cent.

By commodity (tables 8, 9 and 10)

The value of exports of manufactured goods in the three months ended January was 2½ per cent lower than in the previous three months, with a volume fall of 4 per cent. Within this broad group of commodities, the value of deliveries of machinery and transport equipment fell marginally, with volume 4 per cent lower. Exports of machinery rose by 1 per cent in value but were 2 per cent down by volume, while shipments of road vehicles fell by 6½ per cent in value and by 7 per cent in volume. Chemical exports were down by 3 per cent in value and by 2 per cent in volume in the latest three months, while shipments of metals fell by 7½ per cent in value and by 9½ per cent in volume. The value of textile exports was 3 per cent lower, with volume 4½ per cent down. The value of exports of other manufactured goods rose by 6 per cent, partly reflecting trade in precious stones. Exports of non-manufactured goods in total fell by 8 per cent in value in the three months to January. Within this category, shipments of food, beverages and tobacco rose by 2 per cent in value and by 3½ per cent in volume. The value of deliveries of basic materials fell by 9 per cent, wholly reflecting lower volumes. Fuel exports were 17 per cent lower in value in the three months to January, with a reduction in crude oil exports.

IMPORTS

By area (table 11)

In the three months ended January the value of imports from the developed countries was 4 per cent higher than in the previous three months. Deliveries from the EEC increased by 1½ per cent over this period. Arrivals from the rest of western Europe increased by 24 per cent, with higher imports of precious stones accounting for about one half of this increase. Imports from north America fell by 11 per cent, probably largely the result of the United States east coast dock strike which ended at the beginning of December, since when imports have been rising. Imports from other developed countries increased by 7½ per cent. Imports from the developing countries fell by 7 per cent with declines of 4 per cent in arrivals from the oil exporting countries, and 9 per cent from other developing countries. Deliveries from the centrally planned economies fell by 13 per cent.

By commodity (tables 12, 13 and 14)

In the three months ended January, the volume of imports for the most of the major commodity groups was higher than in the previous three months. Despite a sharp rise in January, imports of food, beverages and tobacco showed little change in either value or volume on the three monthly comparison. Fuel imports, fell by 1 per cent in value but rose by 3 per cent in volume. Between the three month periods, imports of industrial materials in total were up by 5 per cent in value and 7 per cent in volume, but excluding precious stones increased by only 1 per cent and 3 per cent respectively. Within this group, imports of basic materials fell by 3 per cent in value, a rise in volume of 2 per cent masking a drop in prices following the further easing in commodity prices. The value of chemical imports increased by 3 per cent and volume by 5½ per cent. Imports of other semi-manufactures rose by 9½ per cent in value and 10 per cent in volume, but with precious stones excluded increased by only 2½ and 3 per cent respectively. Imports of finished manufactures (which includes ships, aircraft, and North Sea installations) rose by 1½ per cent in value and 1 per cent in volume but excluding these erratic items, value and volume were both up by 3½ per cent. Within finished manufactures, deliveries of machinery were down marginally in both value and volume, in spite of a sharp increase in January. Road vehicle imports increased by 6½ per cent in value and 1 per cent in volume. Imports of other finished manufactures rose by 8½ per cent in value and 13 per cent in volume,also in part reflecting a large increase in January.

Table 4 Export and import unit value and volume index numbers

Balance of payments basis — Indices 1975 = 100

	Unit value (Not seasonally adjusted)			Volume (Seasonally adjusted)	
	Exports	Imports	Terms of trade [1]	Exports	Imports
1976	120.6	121.9	98.9	109.9	105.5
1977	142.4	141.4	100.7	118.9	107.0
1976 1st quarter	109.7	109.9	99.8	106.2	100.3
2nd quarter	115.9	118.4	97.9	109.9	106.0
3rd quarter	122.9	124.5	98.7	110.0	108.3
4th quarter	130.2	133.8	97.3	113.5	107.3
1977 1st quarter	136.1	137.5	99.0	115.7	109.1
2nd quarter	141.7	141.3	100.3	117.9	109.8
3rd quarter	145.5	144.2	100.9	124.2	106.4
4th quarter	147.6	143.7	102.7	117.9	102.7
1977 August	146.1	144.1	101.4	123.4	101.3
September	146.3	144.0	101.6	125.9	107.5
October	147.4	144.4	102.1	119.6	101.4
November	147.2	143.3	102.7	115.2	98.5
December	148.3	143.4	103.4	118.9	108.1
1978 January p	149.1	141.2	105.6	112.7	114.4
1977 August-October	146.6	144.2	101.7	123.0	103.4
November-January 1978	148.2	142.6	103.9	115.6	107.0
Percentage change	+1	−1	+2	−6	+3½

[1] Export unit value index as a percentage of the import unit value index.

Table 5 Balance of trade in oil and in other goods

Balance of payments basis £ million seasonally adjusted

	Visible balance		
	Total trade	Trade in oil [1]	Trade in other goods
1976	−3 510	−3 973	+463
1977	−1 607	−2 804	+1 197
1976 1st quarter	−543	−947	+404
2nd quarter	−909	−968	+59
3rd quarter	−1 097	−1 058	−39
4th quarter	−961	−1 000	+39
1977 1st quarter	−949	−800	−149
2nd quarter	−769	−745	−24
3rd quarter	+46	−602	+648
4th quarter	+65	−657	+722
1977 August	+158	−186	+344
September	+52	−207	+259
October	+65	−228	+293
November	+71	−154	+225
December	−71	−275	+204
1978 January p	−324	−236	−88
1977 Aug-Oct	+275	−621	+896
Nov-Jan 1978	−324	−664	+340

[1] Trade in petroleum and petroleum products.

Table 6 Trade in oil[2]

Balance of payments basis — Seasonally adjusted

	Balance of trade in oil	Exports of oil			Imports of oil				
		Total	Crude oil[1] [SITC (rev 2) 333.0]	Rest of division 33	Total	Crude oil [SITC (rev 2) 333.0]			Rest of division 33
	£ million fob	£ million fob	£ million fob	£ million fob	£ million fob	£ million fob	million tonnes	Average value per tonne £ fob	£ million fob
1976	−3 973	1 172	178	994	5 145	4 089	87.0	47.0	1 056
1977	−2 804	1 965	904	1 061	4 769	3 681	68.6	53.7	1 088
1976 1st quarter	−947	221	18	203	1 168	925	21.8	42.7	243
2nd quarter	−968	266	24	242	1 234	962	21.1	45.8	272
3rd quarter	−1 058	307	45	262	1 365	1 080	22.2	48.8	285
4th quarter	−1 000	378	91	287	1 378	1 122	21.9	51.1	256
1977 1st quarter	−800	454	163	291	1 254	1 006	19.1	53.0	248
2nd quarter	−745	516	239	277	1 261	988	18.2	54.3	273
3rd quarter	−602	560	300	260	1 162	880	16.2	54.3	282
4th quarter	−657	435	202	233	1 092	807	15.1	53.2	285
1977 August	−186	198	112	86	384	280	5.2	54.0	104
September	−207	192	111	81	399	310	5.7	54.5	89
October	−228	146	61	85	374	281	5.2	54.0	93
November	−154	147	72	75	301	203	3.8	53.1	98
December	−275	142	69	73	417	323	6.1	52.7	94
1978 January p	−236	149	81	68	385	313	6.1	50.9	72
1977 Aug-Oct	−621	537	285	252	1 158	872	16.1	54.1	286
Nov-Jan 1978	−664	438	222	216	1 102	838	16.0	52.3	264
Percentage change	—	−19	−22	−14	−5	−4	−½	−3½	−8

[1] Not seasonally adjusted. [2] Trade in petroleum and petroleum products.

Table 7 Exports by area

Overseas trade statistics basis — £ million fob seasonally adjusted

	Total	Developed countries					Developing countries			
		Total	EEC	Rest of W. Europe	North America	Other	Total	Oil exporting countries	Other	Centrally planned economies
1976	26 024	18 612	9 249	4 298	3 116	1 949	6 630	3 221	3 409	726
1977	33 308	23 689	12 128	5 594	3 863	2 104	8 613	4 368	4 245	910
1977 1st quarter	7 716	5 539	2 813	1 300	902	525	1 925	1 026	899	207
2nd quarter	8 272	5 972	3 044	1 446	957	525	2 103	1 074	1 029	245
3rd quarter	8 829	6 290	3 161	1 506	1 083	541	2 213	1 132	1 081	258
4th quarter	8 491	5 888	3 110	1 342	922	513	2 372	1 135	1 236	200
1977 November	2 742	1 873	988	421	287	176	780	364	416	71
December	2 894	2 012	1 056	422	348	186	832	397	435	68
1978 January p	2 774	1 977	1 015	465	334	162	746	386	359	70
1977 Aug-Oct	8 681	6 136	3 207	1 384	1 030	515	2 230	1 132	1 098	232
Nov-Jan 1978	8 410	5 861	3 059	1 308	970	524	2 358	1 148	1 211	210
Percentage change	−3	−4½	−4½	−5½	−6	+2	+5½	+1½	+10	−9½

Table 8 Exports by commodity

Overseas trade statistics basis — £ million fob seasonally adjusted

	Total	Food beverages and tobacco	Basic materials	Fuels	Manufactures[2]									
					Total	Machinery and transport equipment[2]				Chemicals	Metals	Textiles	Other manufactures	Miscellaneous
						Total	Machinery	Road vehicles	Other transport equipment[1,2]					
SITC (rev 2)	0-9	0 + 1	2 + 4	3	5-8	7	71-77	78	79	5	67-69	65	Rest of 6 + 8	9
1976	26 024	1 692	735	1 265	21 616	10 383	6 994	2 377	1 012	3 007	2 362	972	4 892	715
1977	33 308	2 217	895	2 078	27 172	12 680	8 337	2 871	1 473	3 821	2 879	1 193	6 599	945
1977 1st quarter	7 716	494	228	482	6 263	2 863	1 925	669	270	879	699	298	1 543	214
2nd quarter	8 272	539	218	547	6 754	3 105	2 063	723	319	946	751	295	1 693	243
3rd quarter	8 829	591	232	588	7 189	3 394	2 128	736	530	1 029	742	309	1 634	244
4th quarter	8 491	593	218	462	6 966	3 318	2 221	744	354	967	688	292	1 730	244
1977 November	2 742	179	72	155	2 243	1 070	738	228	104	313	208	96	568	87
December	2 894	213	72	152	2 397	1 156	751	260	145	339	244	99	577	81
1978 January p	2 774	222	66	159	2 248	1 027	684	211	132	302	226	100	628	79
1977 Aug-Oct	8 681	602	231	564	7 052	3 276	2 150	747	380	985	735	303	1 673	256
Nov-Jan 1978	8 410	613	210	465	6 888	3 254	2 172	699	382	954	679	295	1 773	248
Percentage change	−3	+2	−9	−17	−2½	−½	+1	−6½	+½	−3	−7½	−3	+6	−3

[1] Not seasonally adjusted. [2] Includes North Sea production installations.

Table 9 Exports by commodity: volume indices

Overseas trade statistics basis

Indices 1975 = 100 seasonally adjusted

					Manufactures [1]							
						Machinery and transport equipment [1, 2]						
	Total	Food beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road vehicles	Chemicals	Metals	Textiles	Other manufactures
SITC (rev 2)	0-9	0 + 1	2 + 4	3	5-8	7	71-77	78	5	67-69	65	Rest of 6+ 8
Weights	1 000	71	26	41	828	419	287	92	107	92	36	174
1976	108.8	103	117	120	109	101	100	104	124	109	117	117
1977	118.9	111	125	164	118	105	102	105	141	117	120	135
1977 1st quarter	115.1	108	131	155	113	100	98	103	131	115	125	133
2nd quarter	118.7	109	118	170	118	105	102	106	141	121	120	136
3rd quarter	123.9	114	130	183	123	110	103	105	150	120	122	131
4th quarter	118.1	115	121	149	117	105	104	105	142	109	112	138
1977 November	114.8	102	123	147	114	102	103	99	139	101	110	137
December	119.9	126	117	150	120	108	104	108	149	115	114	138
1978 January p	115.0	133	109	161	112	96	94	87	134	106	118	149
1977 August-October	121.4	116	129	177	120	106	103	105	144	118	119	133
November-January 1978	116.6	120	116	153	115	102	100	98	141	107	114	142
Percentage change	−4	+3½	−10	−14	−4	−4	−2	−7	−2	−9½	−4½	+6½

[1] Includes North Sea production installations. [2] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 10 Exports by commodity: unit value indices

Overseas trade statistics basis

Indices 1975 = 100 not seasonally adjusted

					Manufactures							
						Machinery and transport equipment [1]						
	Total	Food beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road vehicles	Chemicals	Metals	Textiles	Other manufactures
SITC (rev 2)	0-9	0 + 1	2 + 4	3	5-8	7	71-77	78	5	67-69	65	Rest of 6 + 8
1976	120.7	115	124	126	121	122	122	123	114	119	115	124
1977	142.5	137	144	150	143	149	148	152	128	136	139	142
1977 1st quarter	136.2	131	143	144	136	139	139	142	127	133	133	137
2nd quarter	142.0	140	152	149	142	145	144	150	129	137	137	146
3rd quarter	145.7	143	146	153	146	152	151	155	130	136	142	147
4th quarter	147.5	140	139	150	149	157	156	160	131	137	145	145
1977 November	147.0	139	138	152	148	157	156	159	130	136	145	144
December	148.2	140	139	148	149	159	157	163	131	138	146	145
1978 January p	148.9	140	136	145	150	160	159	161	130	142	145	145
1977 August-October	146.6	142	143	152	147	154	153	158	131	136	142	147
November-January 1978	148.0	140	138	148	149	159	157	161	130	139	145	145
Percentage change	+1	−1½	−4	−2	+1½	+3	+3	+2	−½	+1½	+2½	−2

[1] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Notes to January figures

Statistical and presentational changes

This article contains some statistical and presentational changes. An article describing the statistical changes was published in *Trade and Industry*, 10 February 1978. This contained an error, which you will wish to correct, in the schedule of major changes in the OTS classification given on the first page of the article. The reference to 'gold bullion' under 'total trade' and 'miscellaneous' for both exports and imports should be deleted and replaced by 'certain non-monetary gold'.

Revisions

Balance of payments adjustment: The balance of payments figures incorporate a revision to one of the balance of payments adjustments. This affects the import data for 1976 and 1977 and results in a reduction of some £65 million in the total value of imports in each year. The visible balance and the current balance are, in consequence, increased by these amounts. The revision to the balance of payments adjustment has been made in the light of provisional analyses of the results of a survey, relating to March 1977, carried out by Customs statistical office into the extent of 'Customs uplift' included in the overseas trade statistics. For duty purposes Customs apply uplift to those goods imported into the UK, for example by multi-national companies, which are valued at a transfer price which is below the conventional market price. For balance of payments purposes, the transfer price is the correct valuation, and hence uplift is deducted from the OTS imports figures as a balance of payments adjustment.

Seasonal adjustment: There have also been changes for all years to the monthly pattern shown by the exports and imports figures as a result of the regular annual updating of seasonal factors.

As a result of the statistical changes and the above revisions, most figures in the tables differ from those in the last month's article. The usual footnote denoting a revised estimate has not been included this month.

The January import figure

For the second year in succession, there has been a comparatively high seasonally adjusted figure for imports in January, although the present figure is far less extreme, in relation to previous months, than that for January 1977. This might simply reflect the erratic nature of the series. However, it is possible, but by no means certain, that a change may have occurred in the seasonal pattern of imports in January which is not yet being adequately dealt with by the normal seasonal adjustment program. During the course of 1977 this problem was investigated, but no firm evidence was found to suggest that there had been a change in seasonality.

Standard notes

Most of the information relates to UK trade in goods (visible trade). However, some information is also included on services, interest, profits and dividends, and transfers (invisibles). Information on invisibles is given in table 1, as part of the current account of the balance of payments, and also in tables 2 and 3 (see Invisibles sub-heading below). Apart from this, the remaining notes relate, exclusively, to trade in goods.

For visible trade, the figures in the tables are of two distinct kinds. In tables 1 to 6, the information is on a balance of payments (BOP) basis, with exports and imports valued fob (free on board, that is excluding the costs of insurance and freight). In tables 7 to 14, the statistics are on an overseas trade statistics (OTS) basis, with the valuation of exports fob, and imports cif (that is including the costs of insurance and freight). There are also certain other differences of valuation and coverage as between the OTS and BOP figures, described below.

OTS data

The OTS data, which are compiled by Customs and Excise from returns made by importers and exporters, or agents, provide the basic information from which the figures on a balance of payments basis are derived. Further details about the OTS data are available in the

Table 11 Imports by area

Overseas trade statistics basis

£ million cif seasonally adjusted

	Total	Developed countries					Developing countries			
		Total	EEC	Rest of W Europe	North America	Other	Total	Oil exporting countries	Other	Centrally planned economies
1976	31 569	22 569	11 510	4 645	4 280	2 134	7 860	4 296	3 564	1 109
1977	36 996	27 420	14 161	5 582	4 997	2 680	8 167	3 804	4 362	1 357
1977 1st quarter	9 169	6 608	3 380	1 300	1 259	668	2 157	1 032	1 125	302
2nd quarter	9 601	7 212	3 551	1 647	1 309	705	2 117	1 030	1 087	342
3rd quarter	9 239	6 767	3 601	1 218	1 328	620	2 065	924	1 141	371
4th quarter	8 987	6 833	3 629	1 416	1 101	687	1 828	819	1 009	342
1977 November	2 804	2 104	1 145	421	330	207	563	215	347	103
December	3 159	2 438	1 269	551	373	245	637	323	314	116
1978 January p	3 273	2 463	1 265	553	424	221	649	320	329	93
1977 Aug-Oct	9 058	6 743	3 619	1 232	1 264	627	1 985	897	1 088	358
Nov-Jan 1978	9 235	7 005	3 680	1 525	1 128	673	1 849	859	990	313
Percentage change	+2	+4	+1½	+24	−11	+7½	−7	−4	−9	−13

Table 12 Imports by commodity

Overseas trade statistics basis

£ million cif seasonally adjusted

	Total	Food beverages and tobacco	Fuels	Industrial materials				Finished manufactures [2]						
									Machinery and transport equipment [2]					
				Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road vehicles	Other transport equipment [1, 2]	Other	Miscellaneous
SITC (rev 2)	0-9	0 + 1	3	2, 4, 5, 6	2 + 4	5	6	7 + 8	7	71-77	78	79	8	9
1976	31 569	4 983	5 669	11 245	3 248	1 924	6 073	9 225	6 755	4 305	1 432	1 019	2 470	447
1977	36 996	5 945	5 252	13 491	3 612	2 365	7 513	11 803	8 780	5 298	2 133	1 349	3 023	505
1977 1st quarter	9 169	1 502	1 375	3 358	981	604	1 773	2 789	1 995	1 285	485	225	744	119
2nd quarter	9 601	1 561	1 377	3 462	888	593	1 981	3 086	2 346	1 297	496	553	741	122
3rd quarter	9 239	1 547	1 278	3 324	897	599	1 828	2 964	2 204	1 369	555	280	760	141
4th quarter	8 987	1 336	1 223	3 346	847	569	1 931	3 014	2 236	1 347	598	291	778	123
1977 November	2 804	450	347	1 041	259	184	598	934	676	432	171	73	258	34
December	3 159	457	469	1 172	297	189	686	1 050	785	454	227	104	264	42
1978 January p	3 273	543	435	1 179	280	229	669	1 046	749	484	213	53	297	38
1977 Aug-Oct	9 058	1 454	1 266	3 233	862	585	1 785	2 981	2 226	1 373	573	280	755	140
Nov-Jan 1978	9 235	1 450	1 251	3 392	836	602	1 953	3 030	2 211	1 370	610	231	819	113
Percentage change	+2	−½	−1	+5	−3	+3	+9½	+1½	−½	—	+6½	−18	+8½	−19

[1] Not seasonally adjusted. [2] Includes North Sea production installations.

notes to *Overseas Trade Statistics of the United Kingdom*, published monthly by HMSO.

Balance of payments data

Valuation and coverage adjustments: The import and export figures on a balance of payments basis are obtained by making various adjustments to the figures recorded in the monthly overseas trade statistics. The adjustments, which are summarised in table 15, are of two types. First, there are valuation adjustments, of which the principal one is the deduction from the import figures of freight and insurance costs. Also included, for the period 1973 Q3 to 1977 Q2, is an adjustment to ensure that, as far as possible, the value of imports from other EEC countries is consistent with the method of payments of monetary compensatory amounts (MCAs) – that is before deduction of the MCA prior to May 1976, and after deduction from that date. The second kind of adjustment relates to coverage. Included under this heading are adjustments to bring in items not in the trade statistics (for example, on the import side, ships built and delivered abroad direct to UK owners), and to remove those items which are in the trade statistics but where no change of ownership is involved (for example, many re-imported goods such as machinery which may have been shipped abroad to fulfil a construction contract, or goods coming back to the UK after repair overseas). In addition, adjustments are made from time to time to the level of exports to take account of the degree of under-recording revealed by the regular monitoring of the accuracy of the export figures (described in an article in *Trade and Industry*, 15 February 1973). The adjustments are described in greater detail in the annual 'pink book', *United Kingdom Balance of Payments 1966-76* (table 2.1 and pp. 14-17), although for the new SITC series (see below), second-hand aircraft, second-hand ships, and certain trade in non-monetary gold are now included in the main OTS figures, and are no longer brought in as BOP adjustments. Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are preliminary estimates liable to revision.

For the monthly article, the adjustments described above are made only for the totals of exports and imports (tables 1, 2 and 4) and for the figures of trade in petroleum and petroleum products (tables 5 and 6). But quarterly value figures for the trade by broad area group on a BOP basis are published quarterly in *Trade and Industry*, and annual value figures for trade by area and by broad commodity group are published in the annual 'pink book', *United Kingdom Balance of Payments 1966-76* (tables 2.2 and 2.3). Index numbers on a BOP basis are available for total trade only.

Trade in petroleum and petroleum products: Trade in petroleum and petroleum products (tables 5 and 6) accounts for most of the trade in fuels (section 3 of SITC (rev 2)) which is included in tables 8 and 12. Import and export figures are shown for crude oil and for the rest of the division, which includes petroleum partly refined for further refining and petroleum products (eg motor spirit, lamp oil and white spirit, distillate fuels, residual fuel oils, lubricating oils and greases etc).

The seasonally adjusted figures of value and tonnage of crude oil imports in table 6 are derived from information reported to HM Customs and Excise. These figures cannot be directly compared with the monthly import tonnages originating from the Department of Energy, which are published in the *Monthly Digest of Statistics* and *Energy Trends*. The latter are based on reports received directly from the oil industry and are seasonally unadjusted. Over longer periods the differences between the two sources can be largely resolved.

For imports, the average value of crude oil per tonne in table 6 has been obtained by dividing the value of crude oil imports by the tonnage, and will reflect not only change in price but also changes in the commodity mix of imports due, for example, to differing qualities of crude oil.

Unit value and volume indices

The purpose of the index numbers, which are expressed with 1975 = 100, is to measure the changes in prices and volume of imports and exports. Index numbers can be constructed in various ways, and the series used here are of the fixed base type. Thus, the unit value indices measure changes in 'price' of a fixed selection of trade headings (although in practice it is not specific prices which are measured but the

Table 13 Imports by commodity: volume indices

Overseas trade statistics basis

Indices 1975 = 100 seasonally adjusted

				Industrial materials				Finished manufactures [1]				
									Machinery and transport equipment [1, 2]			
	Total	Food beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road vehicles	Other
SITC (rev 2)	0-9	0 + 1	3	2, 4, 5, 6	2 + 4	5	6	7 + 8	7	71-77	78	8
Weights	1 000	177	177	341	92	55	194	283	207	137	37	76
1976	106.4	102	100	112	119	122	106	109	108	104	127	110
1977	108.8	102	83	116	112	133	113	123	125	117	160	118
1977 1st quarter	109.5	105	87	117	122	137	109	118	117	116	148	120
2nd quarter	112.1	107	85	117	109	134	116	130	134	116	150	118
3rd quarter	108.0	104	80	114	111	135	110	123	125	119	168	116
4th quarter	105.5	92	78	117	109	128	117	123	125	116	177	118
1977 November	99.2	91	67	110	101	126	110	115	114	113	148	118
December	111.5	96	91	122	115	127	124	128	130	116	203	122
1978 January p	117.9	112	87	128	113	161	125	130	125	128	171	145
1977 August-October	106.1	99	79	112	108	131	109	123	126	120	173	114
November-January 1978	109.5	100	82	120	110	138	120	124	123	119	174	128
Percentage change	+3	+½	+3	+7	+2	+5½	+10	+1	−3	−½	+1	+13

[1] Includes North Sea production installations. [2] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 14 Imports by commodity: unit value indices

Overseas trade statistics basis

Indices 1975 = 100 not seasonally adjustep

				Industrial materials				Finished manufactures				
									Machinery and transport equipment [2]			
	Total	Food beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road vehicles	Other
SITC (rev 2)	0-9	0 + 1	3	2, 4, 5, 6	2 + 4	5	6	7 + 8	7	71-77	78	8
1976	122.5	113	131	121	123	120	121	125	127	127	128	121
1977	141.6	132	148	141	145	140	140	144	146	144	155	139
1977 1st quarter	138.4	125	147	140	147	134	139	141	142	141	150	136
2nd quarter	142.0	130	150	144	149	140	143	143	145	143	153	139
3rd quarter	143.9	134	150	144	149	143	142	147	149	147	156	143
4th quarter	142.9	136	146	140	140	143	139	149	152	149	161	143
1977 November	142.5	137	145	139	139	142	139	149	151	148	163	142
December	142.5	136	144	139	138	145	138	150	153	150	162	141
1978 January p	140.4	137	140	136	134	141	135	148	153	148	168	134
1977 August-October	143.8	135	149	142	146	143	140	148	149	148	157	145
November-January 1978	141.8	137	143	138	137	143	137	149	153	149	164	139
Percentage change	−1½	+1½	−4	−3	−6½	—	−2	+½	+2	+½	+5	−4

[2] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 15 Derivation of the visible trade figures on a balance of payments basis

£ million

	Exports				Imports				
	Recorded	Seasonally adjusted			Recorded	Seasonally adjusted			
	Overseas trade statistics basis (fob)	Overseas trade statistics basis (fob)	Valuation and coverage adjustments	Balance of payments basis (fob)	Overseas trade statistics basis (cif)	Overseas trade statistics basis (cif)	Adjustments to BOP basis: Valuation adjustments	Adjustments to BOP basis: Coverage adjustments	Balance of payments basis (fob)
1976	26 024	26 024	−602	25 422	31 569	31 569	−1 944	−693	28 932
1977	33 308	33 308	−1 132	32 176	36 996	36 996	−2 193	−1 020	33 783
1976 1st quarter	5 848	5 784	−129	5 655	6 846	6 763	−423	−142	6 198
2nd quarter	6 459	6 303	−132	6 171	7 927	7 753	−480	−193	7 080
3rd quarter	6 309	6 617	−118	6 499	7 873	8 208	−518	−94	7 596
4th quarter	7 408	7 320	−223	7 097	8 923	8 845	−523	−264	8 058
1977 1st quarter	7 809	7 716	−214	7 502	9 217	9 169	−575	−143	8 451
2nd quarter	8 463	8 272	−346	7 926	9 766	9 601	−589	−317	8 695
3rd quarter	8 486	8 829	−286	8 543	8 964	9 239	−524	−218	8 497
4th quarter	8 550	8 491	−286	8 205	9 049	8 987	−505	−342	8 140
1977 August	2 688	2 862	−11	2 851	2 759	2 907	−170	−44	2 693
September	2 909	2 964	−67	2 897	3 078	3 126	−173	−108	2 845
October	2 837	2 855	−94	2 761	3 052	3 024	−169	−159	2 696
November	2 904	2 742	−77	2 665	2 944	2 804	−160	−50	2 594
December	2 808	2 894	−115	2 779	3 053	3 159	−176	−133	2 850
1978 January p	2 703	2 774	−145	2 629	3 240	3 273	−187	−133	2 953
1977 Aug-Oct	8 434	8 681	−171	8 509	8 889	9 058	−512	−312	8 234
Nov-Jan 1978	8 415	8 410	−337	8 073	9 237	9 235	−523	−315	8 397
Percentage change	—	−3		−5	+4	+2			+2

average price of all the varying transactions taking place each month in each of the selected headings, reflecting different kinds of goods covered within each heading and different markets or sources of supply).

Correspondingly, the volume indices measure, for the same selection of trade headings, what the change in the value of trade would be assuming no changes in the prices charged from those in the base year.

Because the volume and price indices are base weighted, they do not take account of the changes in the pattern of trade since the base year, and consequently their product does not precisely account for the change in the value of trade expressed as an index. The figures from 1975 onwards have weights based on the pattern of trade in 1975, and those for the period prior to 1975 are obtained by a referencing of the series based upon 1970 weights. As a result prior to 1975, the sub-totals and totals will not equal the 1975-weighted sum of components. A full methodological article about the previous series of indices on 1970 = 100 was published in the April 1975 issue of *Economic Trends*. An article published in *Trade and Industry*, 10 February, provides information about the present 1975 = 100 series; a full methodological article on this new series of index numbers will be published later this year.

Commodity classification

The statistics of visible trade are classified, by commodity, according to the Standard International Trade Classification, revision 2 (SITC (rev 2)). This classification was introduced in January 1978: previously, the statistics were on SITC (R). The major change between the two classifications is the inclusion now of certain items of trade in the main overseas trade statistics namely second-hand ships and aircraft and certain non-monetary gold; however, there is no change to the balance of payments figures as there were previously coverage adjustments for these items. Additionally, the change to the classification has resulted in some switching of items between commodity groups. These changes are described in more detail in articles in *Trade and Industry*, 21 October 1977 and 10 February 1978. Other useful references are the Standard International Trade Classification, revision 2 published in 1975 by the United Nations and the Guide to the Classification for Overseas Trade Statistics 1978 published by HMSO.

Definition of areas [1]

The areas used in tables 7 and 11 comprise the following countries:

EEC: West Germany, Netherlands, Belgium, Luxembourg, France, Italy, Denmark and Irish Republic.

Rest of western Europe: Finland, Sweden, Norway, Iceland, Switzerland, Liechtenstein, Portugal, Austria, Andorra, Vatican City, Greece, Turkey, Yugoslavia, Spain, Faroe Islands, Gibraltar, Malta.

North America: USA, Canada, Puerto Rico, Greenland, St Pierre and Miquelon.

Other developed countries: Australia, New Zealand, Japan and South Africa.

Centrally planned economies: Soviet Union, Poland, East Germany, Hungary, Czechoslovakia, Albania, Bulgaria, Romania, China, North Korea, Outer Mongolia and Vietnam.

Oil exporting countries: Abu Dhabi, Algeria, Bahrein, Brunei, Dubai, Ecuador, Gabon, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Oman, Qatar, Saudi Arabia, Sharjah etc, Trinidad and Tobago and Venezuela.

Other developing countries: all other countries.

[1] From January 1978, continental shelf (foreign part) previously included in rest of western Europe has been re-allocated to the appropriate parent country in the overseas trade statistics. It has not been possible to compile figures on this new basis for earlier periods. Any discontinuity at the level of these broad area groups is likely to be comparatively small.

Seasonal adjustment

Apart from table 15, the monthly trade figures are published only on a seasonally adjusted basis. The main components of trade (by area and by commodity) are seasonally adjusted independently from the totals and in consequence do not always exactly add to the seasonally adjusted figures for total trade. The seasonal factors (and length of month adjusters) calculated for the value figures are also used to seasonally adjust the volume figures. The seasonal factors are revised annually and the new figures are incorporated in the January figures. The unit value indices are not seasonally adjusted. An explanation of the methods used to compute the seasonally adjusted figures was given in *Trade and Industry*, 17 February 1971.

Length of month adjustment

Because of differences in the effective working length of each monthly period of account, it is necessary, before applying the usual seasonal adjustment procedures, to attempt to standardise the length of each month for variations in the number of working days in each month and the number of documents processed by Customs on different days of the week. These elements of the adjustment are calculated using information on document flows provided by Customs and Excise.

Centring

With the availability of the December figures of imports and exports, the monthly value series for the year are revised to bring the sum of the seasonally adjusted figures into line with the provisional estimates for the recorded totals for the year. Final annual estimates are generally available around the middle of the following year, at which time the monthly value series are re-centred to this new annual total.

Interpretation of visible trade statistics

Timing: The figures for exports relate to documents received in the statistical office of Customs and Excise up to three working days (two for December) before the end of the calendar month. On average, export documents arrive at Customs statistical office almost a fortnight after the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to all documents received at the Customs statistical office up to the first working day after the end of the month, together with those documents received on the second and third working day which were presented to Customs for clearance in the previous month. Importers are usually required to present their documents before they can obtain Customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

Trends: The monthly seasonally adjusted figures will often contain considerable residual month-to month variations which will mask the underlying trend. A simple method, which will generally provide a reasonable guide to underlying movements, is to compare the totals for thelatest three monthly periods.

Rounding: Percentage changes of over 10 are rounded to the nearest whole number. Those of under 10 are rounded to the nearest ½.

Invisibles (services, interests, profits and dividends and transfers)

These cover the following items: exports and imports of services (eg shipping, travel, banking, insurance, military expenditure overseas); earnings of interest, profits and dividends from overseas (eg earnings on UK companies' investment abroad, UK banks' net interest from abroad on the eurocurrency market) and such earnings from the United Kingdom by non-residents (eg profits of UK subsidiaries of foreign companies and interest payments on borrowing from abroad); transfers (eg migrants' funds, gifts, contributions to and receipts from the EEC budget). The 'gross' figures include a number of items which are appropriately recorded as the net profits or surplus arising on the transactions. Detailed notes on each component are given in the 'pink book', *United Kingdom Balance of Payments 1966–76* (chapters 3, 5-7).

The category 'invisibles' covers transactions involving the government sector (eg economic grants, interest on government borrowing from abroad, interest on the reserves) as well as transactions by the private sector and public corporations (eg in travel, civil aviation, financial services and profits on overseas investment). The figures given in tables 1 and 2 and in the first three columns of table 3 relate to all categories of invisibles, but transactions involving the general government sector in the United Kingdom (ie central government and local authorities) are excluded from the remaining three columns of table 3, which cover only the transactions of the UK private sector and public corporations. Private transfers are also excluded from these three columns. Detailed statistics on invisibles are released in the CSOs quarterly press notices on the balance of payments and in the March, June, September and December issues of *Economic Trends*.

Data on invisibles are not available on a monthly basis (some are reported quarterly, other less frequently), and the latest monthly figures are therefore projections based on past trends in the quarterly figures; moreover, statistics on invisibles are particularly liable to revision.

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Changes in the external trade statistics: correction

In the article on page 312 of *Trade and Industry* of 10 February, in the schedule of major changes in the OTS classification to be introduced in 1978, 'gold bullion' should have read 'certain non-monetary gold' as follows:

Exports	
	Items of value £1 million or over in 1975 added to or deducted from the SITC (R) figures [1]
Commodity group	
Total trade	*Second-hand aircraft,* second-hand ships, *certain non-monetary gold* added
Miscellaneous	*Certain non-monetary gold* added
Imports	
Total trade	*Second-hand aircraft,* second-hand ships, *certain non-monetary gold* added
Miscellaneous	*Certain non-monetary gold* added

[1] Items in italics involve switches between headings of more than £10 million in 1975.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 10 February 1978.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Review No. 6 (31st Year)	BR/E 39467/12/2/83	10	6 February	Data Film Distributors Ltd	National Coal Board
Candleshoe	BR/E 39470/12/2/83	101	8 February	Walt Disney Productions Ltd	Walt Disney Productions Ltd
Highways And Byways	BR/E 39471/12/2/83	26	8 February	Columbia-Warner Distributors Ltd	Carrickford Productions Ltd
Rosie Dixon – Night Nurse	BR/E 39474/12/2/83	87	10 February	Columbia-Warner Distributors Ltd	Multiscope Ltd
Movietone News 2540	BR/E 39388/12/2/83	8	10 February	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
Erotic Sex Games	EC 39469/12/2/83	71	7 February	Eural International Film Distributors Ltd	Sam Films, Paris
The New Black Emanuelle	EC 39473/12/2/83	91	9 February	Miracle Films Ltd	San Nicola Produzione Cinematografica, Rome
FOREIGN					
Across The Great Divide	F 39468	100	7 February	Pacific International Enterprises (GB) Ltd	Pacific International Enterprises Inc, Oregon
The Last Dinosaur	F 39472	94	8 February	Cinema International Corporation (UK)	Rankin Bass Production Inc, New York
Space Cruiser	F 39475	101	10 February	Enterprise Pictures Ltd	The Academy Co Ltd, Tokyo

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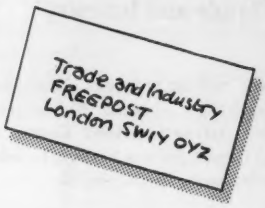

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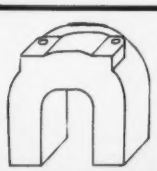

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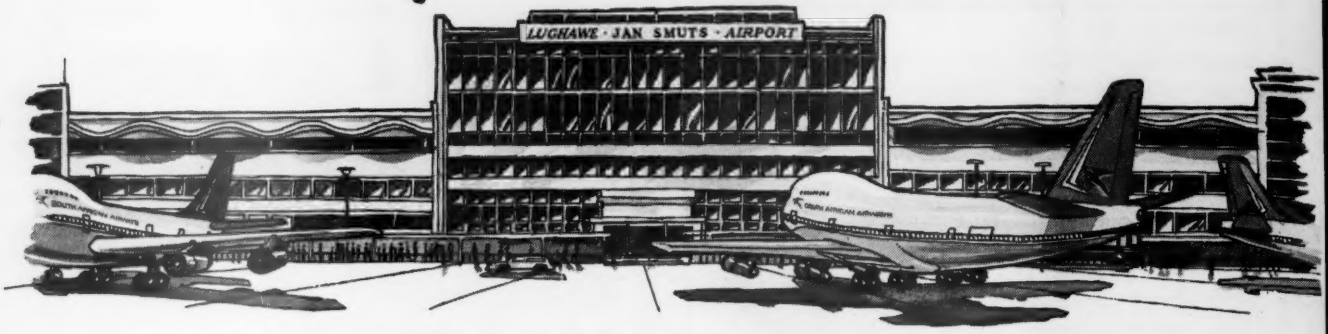

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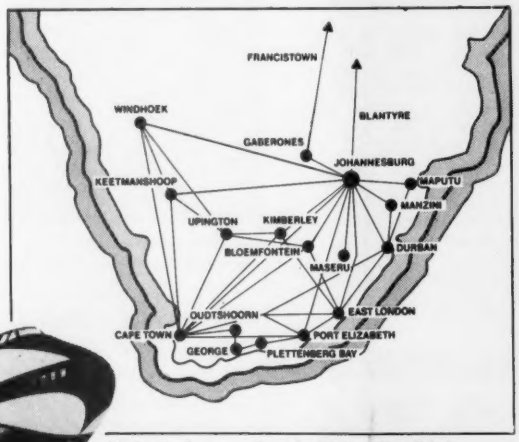

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